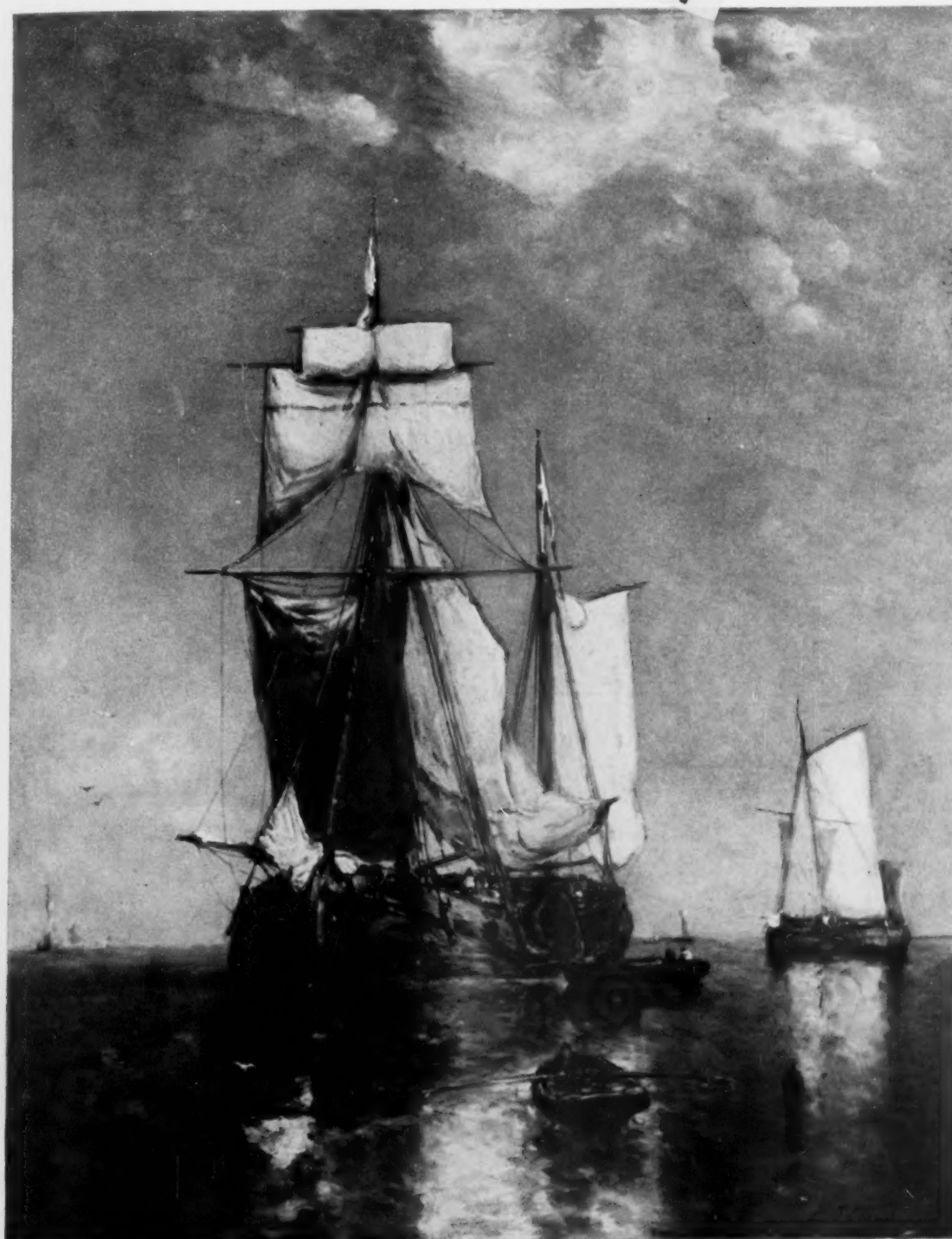


THE

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ROTARIAN

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IN HOLLAND WATERS—By P. T. Clay

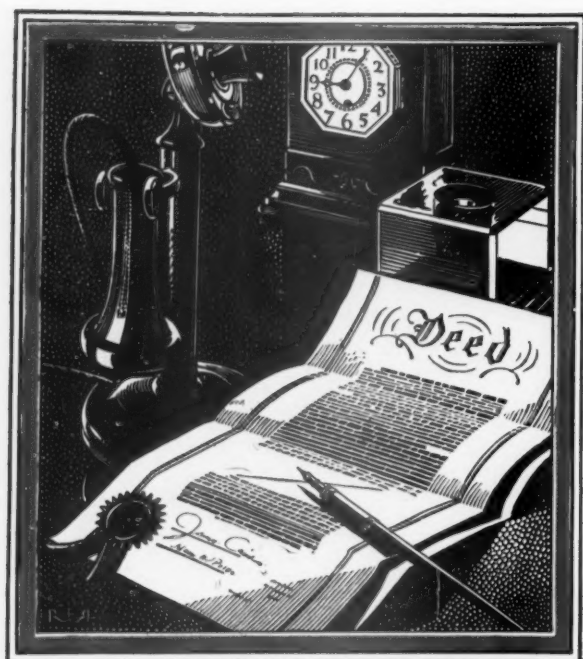
The Law of Nations --- By Sir Thomas Barclay

November, 1927



Twenty-Five Cents

Pa. to Florida... deal *closed* in 3 mins.



THOUSANDS OF TIMES DAILY, the long distance telephone renders a similar service to American business. Is a man too busy to leave his office? Does he dread a long trip? Is there an emergency? Is time important? Is it desirable to save expense? Long distance calls are the answer. Nearly any negotiation, purchase or sale that can be made face to face can be made in person by telephone.

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A PHILADELPHIA real estate man was seeking to buy a suburban property, but the woman who owned it was visiting in Florida. Letter after letter failed to secure the necessary terms. Then, to make matters worse, he learned that a competitor was after the property. He called the owner by Long Distance, got her promptly, and in 3 minutes settled the terms and made the purchase. Charges, \$4.60. Amount involved, \$25,000.

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An easy triumph of wifehood

YOU are a wife. You must be a nurse, a home decorator, a domestic scientist, a seamstress, a laundress, a beauty specialist, a bureau of information, a buyer, a banker, a hostess. You must be all these professionals almost every day, yet you must not be tired at dinner. It must be a good dinner. You must have good news. And you must not only keep up with your professions, but grow wiser in them each day.

SOUNDS hard, but is it? Not if you use that practical university—the advertisements. For here are the best safety-firsts; the most beautiful, most lasting draperies and home furnishings, and how to arrange them best; new food or new delicious ways of preparing and serving known foods; the finest in dress, in cold creams, hair washes, manicure methods; news of insurance; thrifty buying; happier ways to entertain; something of business, literature, art, music—of almost every science known.

THE information in advertisements is latest and correct. Yet a brief glance is sufficient to give you their news. Just a reading of the advertisements—and there's an easy triumph of wifehood! In selecting, buying, arranging, using. In keeping fresh for dinner. Saving work, saving time, saving money—being wise!



*Reading advertisements regularly means keep-
ing to the fore. Read these, in this
magazine, now!*

"I am not a Rotarian; but my business partner is"—

writes George E. Forgy of Memphis, Tennessee, "and I have been reading his copy of your magazine and like it so well that I want to subscribe for it. So please send me 'The Rotarian'."

Mr. Forgy enclosed his check for \$1.50 to pay for a year's subscription starting with the November Number.

This is one of many tributes of a similar kind to the value and interest of this magazine of service.



A Christmas Present—

of a subscription to "The Rotarian" for a friend, a business associate or competitor, a library, school, hospital or other public institution is a most acceptable gift.

"The Rotarian" for a Year—

and an attractive card in your name will be mailed to the recipient.

If you will forward to us the names and addresses of those to whom you wish the magazine sent, we shall be glad to send you a statement for the amount of the subscriptions.

Subscription Price: \$1.50 in the U. S. and Canada and countries with minimum postal rate; other countries, \$2.00.

THE
ROTARIAN

221 E. Cullerton St.,
Chicago, Ill., U. S. A.

Volume XXXI
Number 5

The ROTARIAN

November
1927

TITLE REGISTERED U. S. PATENT OFFICE

Official Publication of Rotary International

WE believe that this number of your magazine is particularly well adapted to three rather clearly defined fields of service: To the individual reader; to the Rotary club; and to the community. To the individual, because of the wealth of valuable, as well as inspirational articles; to the Rotary club because of articles definitely written to be of service to club officials and committee chairmen; to the community, because of certain articles designed to provoke thinking for the future welfare, not only of our own local communities, but that larger world community known as the family of nations. No magazine, we believe, has a greater field of operations than THE ROTARIAN; no magazine, certainly has so influential or diversified an audience, and hence so many possibilities for helpfulness in many directions through the influence of its readers.

* * *

As heretofore, a special Christmas number is being planned, typical, we hope, of one of the most thoroughly international holidays known. Although Christmas is, strictly speaking, a Christian festival, we should also remember that the celebration at this time of the year antedates Christianity by centuries and that the spirit of the observance represents much that is the best in many religions.

One of the features of the Christmas number will be a one-act play, "Christmas in the Flop-House,"—that "lodging-house for floaters, non-descripts—unwise men of the East . . . and West . . . who have followed the wrong star." We suspect that more than one Rotary club, with histrionic talent at its command, will want to include this play by John Archer Carter in its Christmas program.

* * *

Twelve letters from readers are printed this month in the "Among Our Letters" section (pages 63, 64). Critical letters, as well as complimentary, are welcome. We are always happy to hear from readers. If you think of no special reason for writing—why not write and tell us what you think of this number of your magazine—that's a

CONTENTS OF THIS NUMBER

THE WORLD VIEWPOINT.....	C. B. Wivel	5
THE LAW OF NATIONS.....	Sir Thomas Barclay	7
"MR. GEORGE F.".....	John Kelly	10
ART AND THE SCHOOLBOY....	Florence N. Levy	12
LABOR UNIONS.....	Staunton B. Peck	15
AFTER SIX YEARS.....	Arthur Melville	17
THE CHILD OF THE YANG-TSE.	Albert E. Willsher	18
TALKS THAT WE REMEMBER....	George Dalgety	20
WHAT CONSTITUTES COMMUNITY SERVICE?.....	William H. Campbell	24
HOLLAND—OLD AND NEW.....	B. F. Krantz	25
DIPLOMATIC PORTENTS.....	Edward Price Bell	27
SOME ETHICAL CONSIDERATIONS....	Ben Gelling	29
AN INTERNATIONAL HOLIDAY..	Sven V. Knudsen	30
WHAT CONSTITUTES VOCATIONAL SERVICE?.....	M. Eugene Newsom	32
RAILROAD EQUIPMENT SECURITIES.....	John P. Mullen	44

Other Features and Departments: Rotarians in the Public Eye (page 16); Unusual Stories of Unusual Men (page 33); Editorial Comment (page 34); Talking It Over (page 35); Rotary Club Activities (page 37); Among Our Letters (page 63).

mighty important reason to us—just what you like or do not like about *your* magazine.

Who's Who—In This Number

Sir Thomas Barclay, LL.B., Ph.D., has been honored by four governments for his services in connection with international relations. His greatest work was the promotion of the *entente cordiale* between France and England, to which he gave much of his attention for thirty years. He has published reminiscences of this period and has written various books on international law.

George S. Dalgety is a well-known lecturer; also business manager of Northwestern University.

Staunton B. Peck is vice-president of the Link-Belt Manufacturing Company, of Philadelphia, Pennsylvania.

Florence N. Levy is volunteer secretary of the School Arts League of New York City, and executive secretary of the Arts Council of the same city.

William H. Campbell, of Rochester,

New York, retailer, is chairman of the Community Service and Boys Work Committee of Rotary International.

Carlton Murray Brosius is an instructor in the department of journalism at John E. Brown College for Boys, Siloam Springs, Arkansas.

Ben R. Gelling, of Sydney, Australia, financial adviser, is a former honorary special commissioner for Rotary International in New South Wales.

B. F. Krantz is a cloth manufacturer of Leiden, Holland, and secretary of the Rotary club there.

Edward Price Bell, D.Litt., now director of the Chicago Daily News Foreign Service, became prominent as a newspaper correspondent in Europe, for his interviews with statesmen.

Robert H. Denehey is assistant editor of the "Pennsylvania News," a railroad magazine published in Philadelphia.

John Kelly serves, in an executive capacity, a New York advertising firm handling many accounts for national advertisers.

Albert E. Willsher recently became manager of the Grand Hotel, Ltd., of Calcutta, India. Prior to that he was a resi-

dent, for three years, in Shanghai, China.

Dr. Sven V. Knudsen of the University of Copenhagen is a government supervisor of Danish preparatory schools, now in the United States on leave of absence. During his free period he was invited to serve for three semesters on the faculty of Antioch College, Ohio.

C. B. Wivel is principal of the Tempe Grammar School at Tempe, Arizona.

John P. Mullen is assistant educational director of the American Bankers Association. In that capacity he has given a great deal of counsel to those seeking sound investments.

Eugene Newsom, of Durham, North Carolina, director last year of Rotary International, is in the office-fixture business. He is chairman of the Vocational Service Committee of Rotary International.

Arthur Melville is a nom-de-plume well known to readers of this magazine.

THE ROTARIAN is published monthly at Chicago, Illinois, by Rotary International, Arthur H. Sapp, President; Chesley R. Perry, Secretary; Publications Committee: Directors: Norman B. Black (Chairman), Charles E. White, Marcel Franck, Raymond J. Knoepfel, I. B. Sutton. As its official organ this magazine carries authoritative notices and articles in regard to the activities of Rotary International. In other respects responsibility is not assumed for the opinions expressed by authors. Entered as second class matter, December 30, 1915, at the Post Office at Chicago, Illinois, under the act of March 3, 1879. Terms of subscription, 25 cents the copy; \$1.50 the year in the U. S., Canada and other countries to which the minimum U. S. Postal rate applies; \$2.00 in other countries. Chesley R. Perry, Editor and Business Manager; Emerson Gause, Managing Editor; Frank R. Jennings, Advertising Manager; Philip R. Kellar, Asst. Business Manager. Editorial and Advertising Offices: 221 E. Cullerton Street, Chicago, U. S. A. Eastern Advertising Representative: Wells W. Constantine, 7 West 16th Street, New York City. Cincinnati, Ohio; A. Q. Gordon, 28 Pickering Building.

Hosts of Phantoms

By CARLTON MURRAY BROSIUS

Illustration by Bernhardt Kleboe

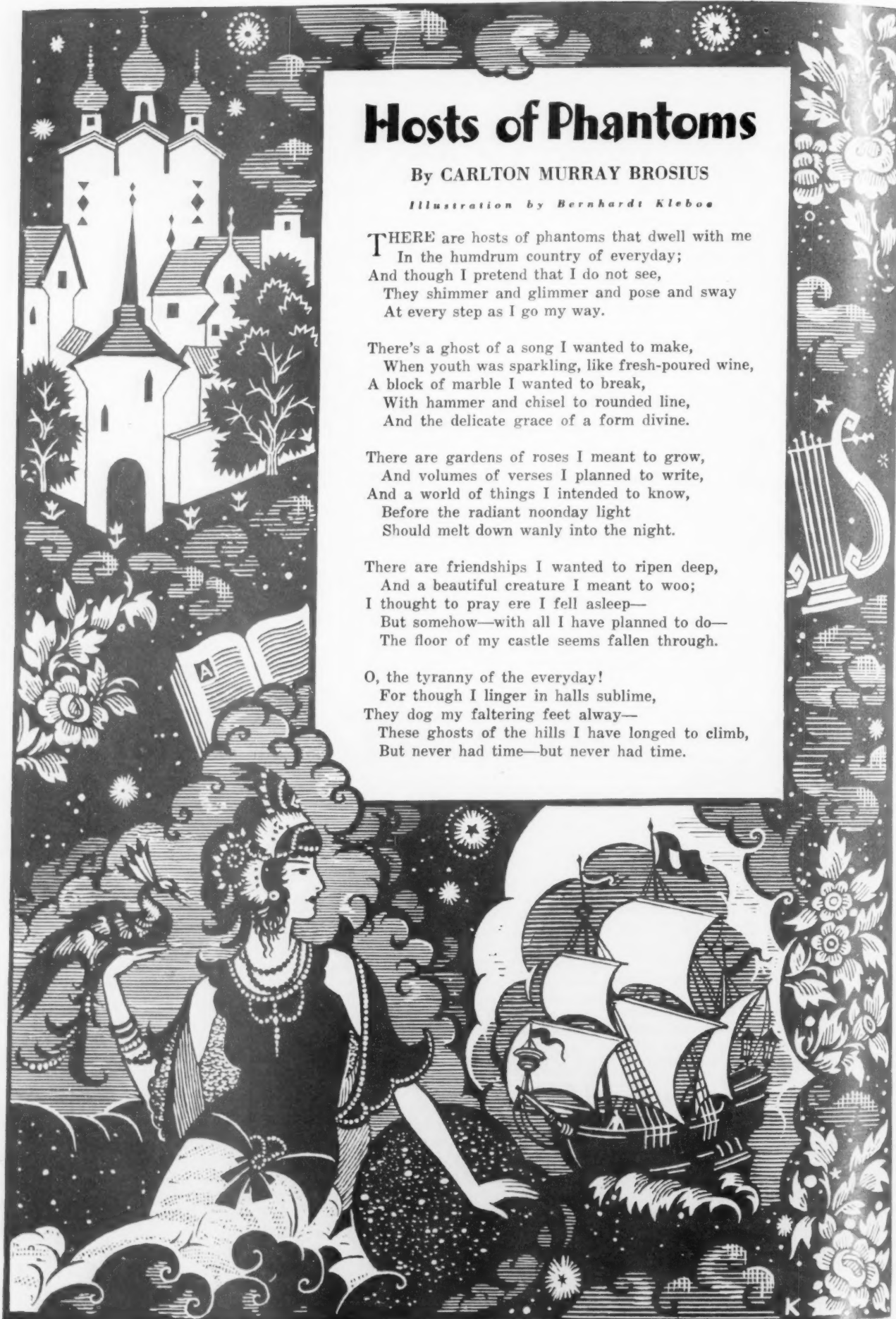
THERE are hosts of phantoms that dwell with me
In the humdrum country of everyday;
And though I pretend that I do not see,
They shimmer and glimmer and pose and sway
At every step as I go my way.

There's a ghost of a song I wanted to make,
When youth was sparkling, like fresh-poured wine,
A block of marble I wanted to break,
With hammer and chisel to rounded line,
And the delicate grace of a form divine.

There are gardens of roses I meant to grow,
And volumes of verses I planned to write,
And a world of things I intended to know,
Before the radiant noonday light
Should melt down wanly into the night.

There are friendships I wanted to ripen deep,
And a beautiful creature I meant to woo;
I thought to pray ere I fell asleep—
But somehow—with all I have planned to do—
The floor of my castle seems fallen through.

O, the tyranny of the everyday!
For though I linger in halls sublime,
They dog my faltering feet alway—
These ghosts of the hills I have longed to climb,
But never had time—but never had time.



The World Viewpoint

By C. B. Wivel

THERE are two prevalent ways of regarding earth's phenomena. One is a provincial viewpoint; the other is a world viewpoint.

Provincialism may apply to a restricted country district adjacent to a small town; and again it may be a form of fanatical nationalism.

There is a certain rabid nationalism that breeds wars; it feeds on the fallacies of militarism; it exploits patriotism while professing its tenets.

Love of country is made secondary to selfish ambitions; it is made a reaction to a crude aboriginal stimulus. Such nationalism flares up when more capable minds nefariously exploit its low-bred pride.

Contrasted with the provincial is the view that comprehends the world. This approach does not necessarily sanction all that is seen; nor sometimes fail to oppose movements that are world-wide. However, it does make us sympathetic toward human kind.

It makes us see and appreciate local importance — hamlet, province, or empire—in relation to the whole; it makes us aware of the importance of all hamlets.

It makes us look on the world as a family; and realize that good members of a family recognize the binding ties of home life while conceding individual differences that will persist for life.

The world viewpoint makes us aim at an understanding of Oriental by Occidental; of Amazonian by Eskimo; of Mohammedan by Christian; of Confucian by Shintoist.

So long as missionaries respect the views and folk-lore of nations, they aid in broadening world viewpoint; proselyting becomes a boomerang that feeds provincialism.

Communication — radio, telegraph, telephone, publication of books, magazines, newspapers, exchange of letters — develops world views. It compels a study of equatorial peoples by temperate-zone peoples.

INTERNATIONAL service clubs, trade societies, labor organizations, political parties, chambers of commerce, are clarifying world problems. International ownership of stock develops the world view.

Athletic competition, the tourist trade, exchange of professors between different nations, aid in crystallizing the world viewpoint.

International peace organizations, education associations, courts of justice, imperfect as they are, pave the way for a more intelligent understanding.

National specialization of crops and industries and labor may make the world output sufficient to raise the standard of living far beyond the present level. Economic common-sense points to an international division of labor and vividly shows the interdependence of nations.

Introspection into one's patriotism leads to an appreciation of one's homeland and respect for the other fellow's love of country.

A proper regard for the rights of one's next-door neighbor is a step toward a world viewpoint.

Provincialism means a life that turns inward.

The world viewpoint means a life that turns outward. It means the life resplendent with human understanding.

The world viewpoint makes us ever strive to apply scientific methods by world artisans to world problems.

The world viewpoint is household economy for humanity.



Veo en el "rotarismo" un medio social de aumentar la comprensión entre los pueblos, y con ella el bienestar de cada uno; y para fomentar el de España, confío en los precursores ya militantes en nuestras dos grandes capitales, Madrid y Barcelona.

THE Rotary Club of Madrid has received from King Alfonso of Spain the letter reproduced above. King Alfonso has frequently indicated a deep interest not only in the spread of Rotary in Spain—there are now thirteen clubs—but also in the growth of the organization throughout the world. The English translation of the letter is given below.

I SEE in Rotary a social means for increasing good understanding between different countries, and through it the welfare of each one; and to promote the welfare of Spain, I trust in the Rotary precursors already active in our two great capitals, Madrid and Barcelona. **ALFONSO XIII.**

The Law of Nations

An old controversy revived: Its renewed vitality

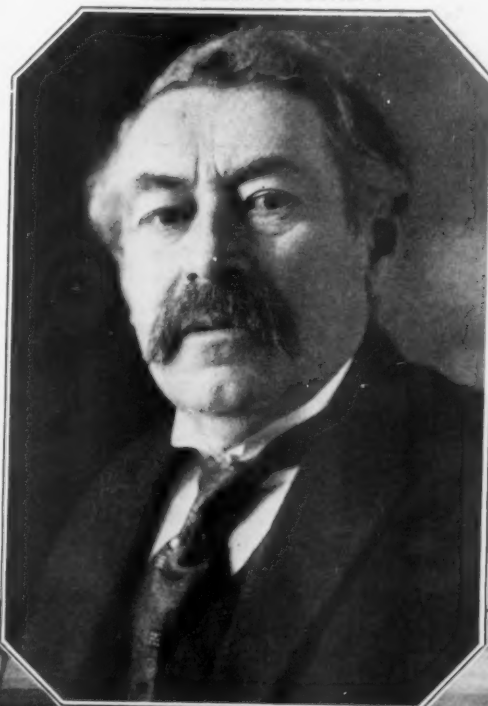
By Sir Thomas Barclay

IS the Law of Nations law at all? The man, who coined for it the term "International Law" nevertheless denied its right to be so called. This was Jeremy Bentham, an English jurist who lived and wrote in a restless period (1748-1832) in which old traditions were being shattered, new theories tried, and men were hastening to a new era of reconstruction after the huge upheaval of the French Revolution. Aided by a Genevese, friend, Pierre Dumont, whom a long sojourn in England had familiarized with the Anglo-Saxon mind, Bentham's theories took a form which commended itself to the French even more than to the English-thinking world of the time. They fitted well into the new order of things in France, in which law was placed on a solid foundation of immutable written principles and made accessible to all citizens in simple written language understandable without any special intellectual training. Law, said Bentham, to be really law had to be codified. The French codified theirs and proved that codification of the law was feasible. Uncodified law, he said,

was mere usage. He did not stop there. Codified law had not only to be enacted but to be applied by an authority with force at its command. The Law of Nations was not enacted by a lawgiver. It had no authority to apply it and no force to insure obedience to it. It was not law in the true sense of the word as Bentham understood it. His distinction between law and mere usage shook the faith of English jurists in their latest prophet, the high-minded and conservative Blackstone, and a new school of juridical thought arose, of which another distinguished English jurist, John Austin, was the chief exponent. Austin gave more precise form to

Bentham's theories of law. His views—which became those of most English lawyers and statesmen until Sir Henry Maine and the historical school in turn shook the foundations of the Austinian theories—as regards international

Photo: Underwood & Underwood



Aristide Briand,
French Minister of
Foreign Affairs.



Photo: Wide World

The League of Nations in Session at Geneva.

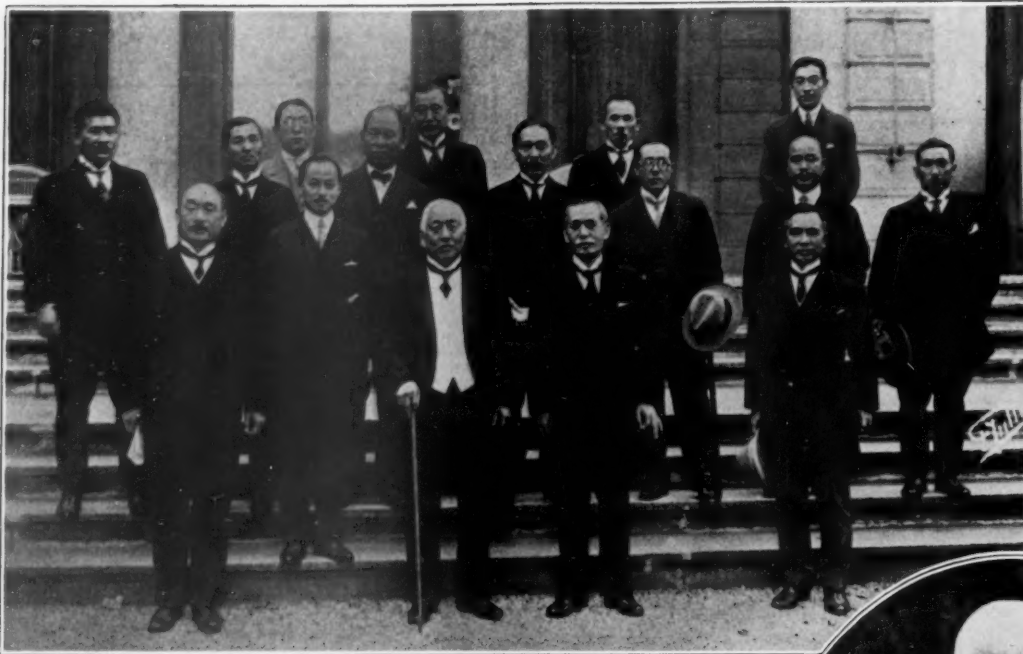


Photo: Wide World

The Japanese delegation to the recent Naval Disarmament Conference called by President Coolidge. In the first row beginning with the second man, left to right, are: N. Sato, Chief of the Japanese Bureau of the League of Nations in Paris; Viscount M. Saito, Governor-general of Korea; and Viscount K. Ishii, Ambassador to France.

Gustav Stresemann, German Minister of Foreign Affairs.



Photo: Wide World

law were shortly as follows: Austin emphatically denied that the entire subject-matter of international law was a branch of law in the strict and proper sense of the term "law." Laws proper, or properly so-called, said Austin, are commands; laws which are not commands, or laws improper, are improperly so-called. A command implies a definite superior in a position to enforce the command. Where there is no superior to impose obedience there is no law.

For many years the Austinians and the historical school who held that Austin's views were not based either on practical necessity or past experience continued to divide English jurists, and although great works on international law or the Law of Nations—as some still preferred to call it—continued to appear, there was at bottom a feeling even among the opponents of Austin that international law lacked elements essential to law in the ordinary sense of the term. Writers tried to give it precision. Several put it into the form of a code—Bluntschli, the Swiss, David Dudley, the American, Pasquale Fiore, the Italian jurist—but their compilations produced but a feeble impression on public opinion. Meanwhile, arbitration was making progress as a means of applying international law to concrete cases in a judicial form. This did not, however, mollify the Austinians, and the late Lord Salisbury, an enthusiast for arbitration—the man who conceived the idea of a Permanent Treaty of Arbitration and Conciliation between the British Empire and the United States, which was signed at Washington in 1897 and only rejected by a few votes short of obtaining the two-thirds majority in the American Senate—scoffed at international law as the mere "prejudices of writers of text-

books." Yet progress had been made. In 1856 the Declaration of Paris laid down rules concerning maritime war and the Washington rules on the same subject, though they were only to be binding for the purpose of the trial of the Alabama arbitration case at Geneva, have passed into general recognition. It was not, however, till 1898, when the Czar issued his famous invitation to the governments of the world to meet and endeavor to find methods rendering the increase of armaments needless and their reduction possible that an official attempt was made to give international law precision.

THE first Hague Conference marked a new epoch in the history of the Law of Nations. Behind it were not only the Czar, but Lord Salisbury and Lord Pauncefoot, who as British Ambassador to Washington had negotiated the abortive Anglo-American Treaty of 1897, and the Hon. John Hay, who had acted on behalf of the United States. These statesmen threw all the weight of their authority into the task of creating an arbitration system, alongside the subject which more particularly engrossed the attention of Continental Powers, that is, in regard to the excessive increase of armaments and military expenditure. The latter object failed, but regulations were framed for the conduct of armies in the field based on previous efforts, first of which was that

of Dr. Lieber drawn for use in the American Civil War. The great achievement of the Hague Conference, however, was the regulation of arbitration as an international institution applicable to all cases involving the interpretation of treaties or issues of a judicial character and the creation of a standing Court of Arbitration for the trial of such cases. This new institution was based on the "solidarity which unites the members of the society of civilized nations" and on the conviction that "permanent institution of a Court of Arbitration, accessible to all, in the midst of the independent Powers," would contribute effectively to the "strengthening of the appreciation of international justice." It took public opinion, nevertheless, some time to realize that the Hague Court was to be taken seriously. Lawyers still moved by the spirit of Austin asked where was

the police to enforce the Court's decisions.

At length the United States and Mexico gave the Hague Court its first case. Other cases followed, and international law had at any rate "a sort of Court" to administer it. The second Hague Conference gave the Court an amplified code of procedure and began a genuine codification of the international law. It dealt more especially with the rights of neutrals in time of war and with many accessory subjects, such as enemy private property, which was declared to be inviolable. A conference held two years later in London dealt with maritime war, matters of blockade and contraband, completing more or less what had been enacted at the Hague. This international law was making progress in codification, at any rate, as regarded the rules relating to warfare; while the arbitration court was dealing with matters belonging in the domain of peace.

Meanwhile there was a widespread movement (1900-1903) throughout Great Britain and France that forced the governments of these two countries to settle their pending differences by reciprocal concessions and to conclude a Permanent Treaty of Arbitration obliging the parties to it to refer all matters concerning the interpretation of treaties or matters capable of judicial settlement to the new Hague Court. This treaty, the first of its kind, became the model for one of the same kind between the United States and Great Britain and for a net-work of similar treaties between most of the states of the world except France and Germany, which continued to refuse to accept any compromise, mediation, or arbitration.

THE activity of the leading powers of Europe obviously dictated by dread of an impending war, which seemed to be coming nearer and nearer, was absorbed by efforts to avert such a catastrophe. The energies of the specialists in international law and the non-official agencies for peace lost heart as to their utility. There were and are still three great such agencies of a non-official character dealing with the promotion of law between nations and endeavoring to evoke public interest, which is essential to make such law independent from sanctions of force.

Foremost among these is the Institute of International Law, founded in 1873. The Institute, composed of sixty members, sixty associate members, and ten members of Honor, meets normally once a year in full session. In the

course of the intervening year the committees work by correspondence or in personal conference and prepare reports which are circulated among the members in good time for them to procure a serious examination at the plenary sittings. I think I may say with practical accuracy that practically every writer on the Law of Nations, every university professor of the subject, every person of authority on international relations has been for the last fifty-four years either a member or a candidate for admission to the Institute. In the course of half a century it has dealt with nearly every question of international law, with many of them several times as required by new circumstances or changes in the actual practice of States.

The other great non-official body which deals exclusively with international law is the International Law Association. Founded at the same time as

parliaments the spirit of fraternal amity. It also does excellent work in the drafting of possible enactments in substitution for the employment of armed force.

Later on came into existence another society of purely English origin: the Grotius Society, the object of which is the scientific study of international law as a branch of practical ethics.

All these non-official agencies, I have said, seemed to think their work had now been taken over officially and that their object had thus been more or less achieved. Then suddenly the horizon darkened. The storm burst and we had now to see what part of the edifice which had been erected at The Hague and in London would be able to withstand the oncoming hurricane.

THROUGHOUT the war all respect for the Hague Conferences was set at naught on both sides and neutral right was treated as non-existent. The law of contraband and blockade was trampled upon. Enemy private property was seized and sold in spite of the solemn declaration of 1907 confirming the then existing practice that it was inviolable. Prisoners on both sides were employed in work which the Hague Convention had forbidden and non-combatants were carried off to do forced labor, a proceeding without precedent in modern times.

With such ruthless illegality in the conduct of Governments, jurists could only feel how hopeless had been the efforts of a century to give effect to the principles of justice in the relations of nations with one another. The public press, not unreasonably, made light

(Continued on page 40)

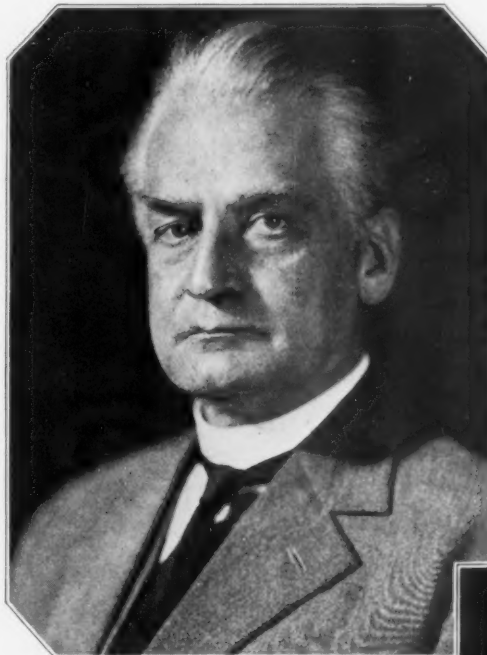


Photo: Underwood & Underwood

Dr. Christian L. Lange, Secretary-General of the Interparliamentary Union.

the Institute, the International Law Association has devoted itself more especially to matters of private international law and, in particular, to that of merchant shipping. Not the least of its achievements are the now well-known "York Antwerp rules." It also meets periodically and carries on much of its work in committees.

The third is the Interparliamentary Union, recruited from members of parliament of the different countries of the globe. It meets like the Institute and Association in different cities periodically and spreads among



Photo: Underwood & Underwood

Viscount Robert Cecil, of Chelwood.



An aeroplane view of Ideal Park, Endicott, New York, center of the extensive recreational facilities maintained by the Endicott-Johnson Corporation for its 17,000 workers and their families. In oval—George F. Johnson, president of the Endicott-Johnson Corporation.

Thousands know him as—

“Mr. George F.”

*Another Portrait in the
Industrial Gallery*

By John Kelly



“NEVER uncover to capital until capital uncovers to you.”

It sounds like the recently stilled voice of the late-lamented Eugene Debs, but as a matter of fact, it is a word of advice to his employees from one of America's great industrialists, an employer who at the apex of a mechanical age still believes that the human factor is the vital element in industry, and whose cardinal maxim is that “an employer should be his own labor leader.”

It is part of a message of George F. Johnson, dean of the shoe industry in America, to the workers in the factories of the Endicott-Johnson Corporation, one of the world's largest shoe-producing units, of which he is the president. Another part of the same message was that “you can get

along without capital, but capital is useless without you.”

Johnson, who happens to be a member of the Rotary Club of Endicott, N. Y., is one of the most interesting figures in present-day industrial history. Not because he started life with a capital of eight cents and turned it into many millions, nor rose from a shoemaker's bench to the unique position of being shoemaker to a family of 15,000,000 people. After all, Palm Beach in the height of its season is filled with ex-newsboys, and probably many a slick-haired youth now concocting banana “flips” behind a marble dispensary in the corner emporium of drugs and rubber bathing-helmets will ride in his own limousine before the next decade is through.

Johnson is interesting because more than forty years ago, at a time when

Henry Ford had probably not yet discovered for himself the difference between a plowhandle and a piston-shaft, Johnson launched himself into the industrial arena with nothing more to his credit than a knowledge of shoemaking and human nature, a tremendous determination to succeed in life, ability to affix his signature to a note, and the firm idea that an industrial undertaking is completely and absolutely dependent upon the workers employed in it. It was this idea, rather than the other factors in his original equipment, that made his career unusual. He had the fixed belief that industry's paramount objective is the welfare and contentment of its own people. In other words, an industry should be the servant and not the

master of the workers who are engaged in it.

He was a working man himself when this theory of industrial conduct was evolved, and now, forty years later, he is still a working man, although the industry which he built up in the interim has yielded him so much of the world's goods that in justice to his convictions he has been forced to give most of his treasure away. He is still one of the "E-J workers," with a time-piece that is just as insistent when seven o'clock comes around each morning as the clocks in his factories. And he still holds to the same theory.

"Business is fundamentally human," says Johnson today. "The more mechanical industry becomes, the more dependent it is upon the human element that makes the wheels go 'round. If it forgets this fact it is in for production trouble, loss of efficiency, deterioration of product, strikes, loss of sales. The first responsibility of any business is the economic, social, and personal welfare of the people working in it. If that responsibility is met, plus a good product or efficient service, a business will automatically be able to meet its other responsibilities to the public it serves and the community in which it operates. There will be no limit to its growth."

While it is true that Johnson converted a shoestring into several whole

towns of shoe factories, he is primarily interesting because much of everything he ever said or did was against the current of "best thought" at the moment. "Best thought" invariably veered around to his way of thinking. In a word, he has a unique mind, which is always a distinguishing characteristic. His insight into fundamentals is almost uncanny. Take one of his most recent reactions.

HENRY FORD came out with his plan for the five-day week sometime ago and created a furore up and down America. Business was almost universally opposed to it. Labor in serried ranks leaped to support it. Johnson spoke forth that each branch of industry must establish its own working week on the basis of its peculiar needs and circumstances. The industry that could meet a week's demand by working five days, and could give labor a fair return on its effort and capital a fair return on its investment, should by all means work only five days weekly. Over-production is an economic waste and must be avoided. The industry that could not do these things on a five-day schedule, should work five and a half, or six days. No sounder thought on the question has since been forthcoming. It was fundamental.

The son of a Yankee mariner, John-

son went from Boston to Binghamton, N. Y., about fifty years ago. He was an expert shoemaker and had eight cents in his pocket when he took a job in the packing-room of the Lester Shoe Company at Binghamton. When the company's financial difficulties brought H. P. Endicott, its chief creditor, down from New England to take it over, Johnson became superintendent. Shortly thereafter this conversation was recorded.

"Will you take my note for \$150,000 to buy into the business?" Johnson said to Endicott.

"Yes, I will, for I think we can make a go of it together," said Endicott.

"I'll have to borrow \$150 in addition, to pay for the stamps on the documents," Johnson said.

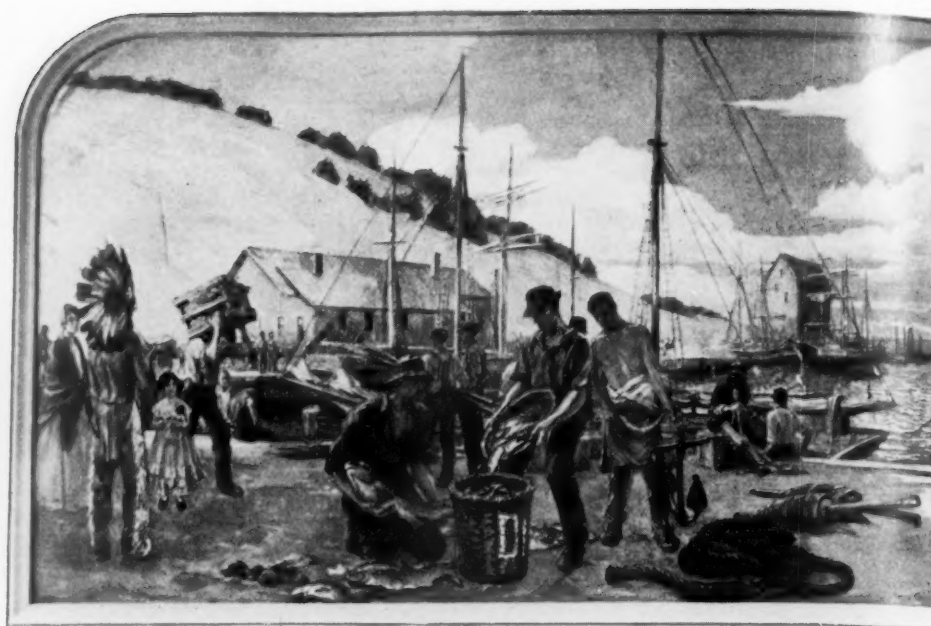
"That will be all right; I'll attend to that," Endicott replied.

When the Endicott-Johnson partnership was formed the company was making 3,000 pairs of shoes daily in a little factory employing 300 men. Until his death in 1920, Endicott ably managed the financial conduct of the business, commuting frequently between Boston and Binghamton to do so. Johnson lived among his fellow-workmen in and about the factory. He was the man on the spot. Those who wish to see what he has done with that

(Continued on page 52)



Aerial view of a section of Johnson City, N. Y., one of the "Square Deal Towns" which illustrates how a successful industry has arranged for comfortable homes and various recreational facilities adjacent to the factories. In the center is a memorial park with workers' library and restaurant adjoining. A lagoon, swimming-pool, tennis-courts, and children's playground appear in the background. The region between Binghamton and Owego, along the Susquehanna, where the Endicott-Johnson factories are located, has been described by Ida M. Tarbell, American author, as "The Valley of Fair Play."



Art and the Schoolboy

Aesthetic appreciation taught by example

SOMEONE has said that all that the world has to show for its centuries of civilization may be summarized in a few emotions. Because art is emotion in tangible form we accept art as evidence of civilization and we are all more or less re-

By Florence N. Levy

Executive Secretary, Arts Council of the City of New York

sponsive to its influence. Our enjoyment of cultural surroundings has therefore, a utilitarian as well as an aesthetic meaning, and this quality is becoming more and more recognized even by those most fond of declaring themselves practical people.

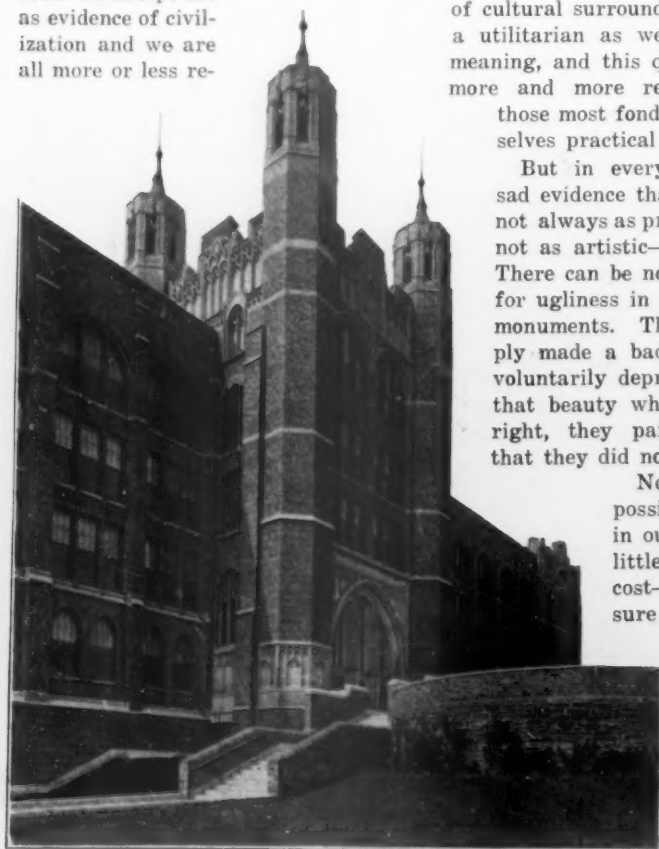
But in every country we find sad evidence that communities are not always as practical—and hence not as artistic—as they might be. There can be no other explanation for ugliness in civic buildings and monuments. The community simply made a bad bargain—citizens voluntarily deprived themselves of that beauty which is their birthright, they paid for inspiration that they did not get.

Now if it is quite possible to have beauty in our civic life and at little or no additional cost—how shall we assure the supply? Ob-

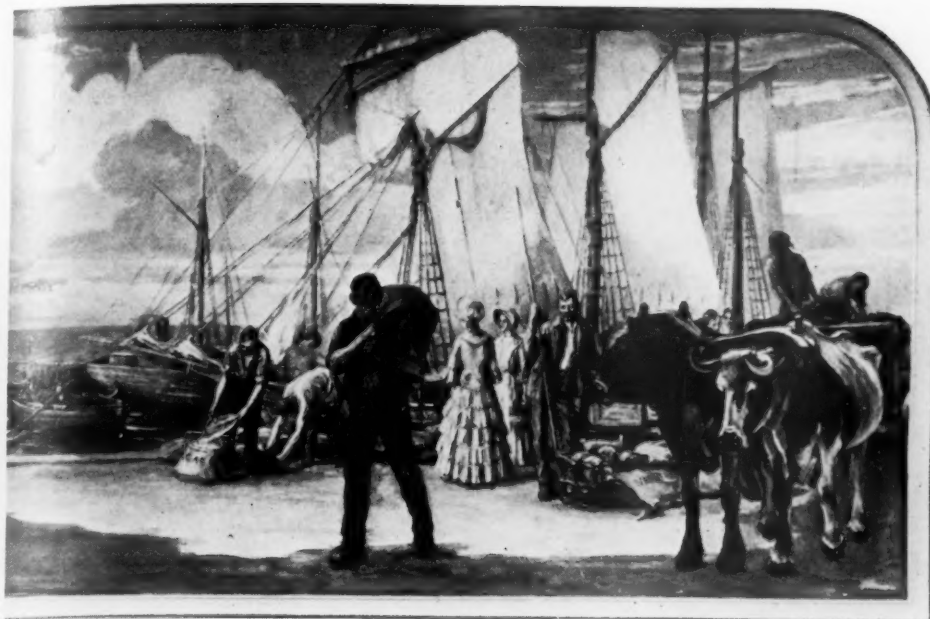
viously those naturally inclined will undertake the long study necessary to become somewhat expert in matters of art—but we cannot all undertake to do that. Still we can all learn to appreciate—and we learn most easily when our minds are more plastic—in our youth. The child is eager to imitate—and those of an older generation must furnish the models. No hardship discourages the artist so much as the lack of appreciation—nothing stirs him to better work than the eager attention of young pupils.

Cultural surroundings stimulate the formative minds of children to creative effort and to appreciation of the higher things in life. The importance of the artistic in homes has long been acknowledged. How necessary, too, in school buildings where the average child spends one-third of his waking hours!

CHILDREN react spontaneously to beauty and, given opportunity and training, their appreciation of it grows as they do. Recognizing this and the high place of art in a full life, most curriculums now include courses to cultivate good taste and to teach the pupils in a practical way the difference between good design and bad. Nothing accomplishes this better than bringing them into direct contact with works of art of admitted excellence or first-class reproductions of great masterpieces. Their influence endures. Properly employed, they so enhance the



The central entrance of the Overbrook High School, Philadelphia, Pennsylvania, artistic reminder of castle gates.



These murals by Robert W. Grafton depict scenes on the harbor front of Michigan City, Indiana, in pioneer days. They were presented to the Michigan City High School by the local Rotary Club. The Rotarian artist only allowed his fellow-members to pay the actual cost of materials and studio rent. The long center panel measures 34 x 10 feet.

school environment that truculent pupils gain interest, the hours indoors have added zest, and work by all improves.

Often in the construction of a school, attention is focused on the exterior of the building rather than the interior, and an elaborate outside is provided at the expense of attractive classrooms.

The architecture is important and improvement in the design of school buildings during the last score of years shows widespread, vital interest; but children spend impressionable years in classrooms whose decoration, therefore, is important also. For this, blackboards can be so arranged as to leave a free space in the center of the front wall in each room, the walls can be tinted in quiet colors so that the backgrounds thus formed will be sympathetic to the few, carefully selected works of art that are introduced. Children educated in such classrooms carry with them into adult life a respect for the beautiful rather than the ugly, the harmonious in place of the glaring, which is sure to color all of their experience and work in after years.

The enthusiastic reception and

success of the recently organized business men's art clubs is proof of mankind's need of art. In the larger cities we find hundreds of men meeting once a week to find recreation in creative work and gratifying companionship with others who enjoy the mysteries of shape and the beauties of line. The sons and daughters of such men need artistic contacts, too, but they must receive them from their elders, for they are still too young to make opportunities for themselves.

The first effort toward schoolroom decoration in America was made in Boston when the architect of the Girls' High School designed its main hall to permit introduction of casts. Two years later—in 1870—the Parthenon Frieze and other casts were provided through private subscription. The idea took root, its importance was seen, and individuals as well as such organiza-



Children and animals in silhouette are the motif used in this attractive fireplace at the Fairmont Elementary School, Denver, Colorado. Other animals appear in the frieze which extends around the four walls of the classroom.

The Winthrop High School at Cincinnati, Ohio, is an example of good grouping with a central structure as the focal point—in this case a beautiful clock tower.





The library of the Edward Lee McClain High School at Greenfield, Ohio. In the background can be seen the mural "The Pageant of Prosperity" by Vesper Lincoln George. Along the walls appropriate sculpture serves to make literature more interesting to youth.

tions as the Public Education Association in New York and the Public School Art Society in Chicago gained recognition for the plan in various localities.

Clubs and community groups of all kinds, seeing the value, assisted, achieving in many cases notable results. In New York there is an arrangement whereby the State agrees to contribute a sum equal to the amount raised for the purchase of pictures by any school under control of the regents. New York, too, has legislation that prohibits placing permanent works of art in public buildings without the approval of the Municipal Art Com-

mission, which assures a high standard of decoration.

Many artists now lend their paintings to be circulated for a year at a time in small groups. Individuals in Pittsburgh and Chicago contribute to a fund for purchase, from the annual exhibitions, works for the traveling collection, and many museums lend large photographic reproductions of their exhibits for circulation. The position of State Art Director has been created in New York, Massachusetts, Pennsylvania, and Connecticut. The American Federation of Arts is carrying on a campaign to have at least one plaster

and it is affiliated with nine different clubs which help in the purchase of pictures. Through its efforts each classroom in the newer buildings has a space at the front for one picture, and twenty-four hundred and thirteen pictures have been placed in the schools. Chicago's superintendent of schools, Dr. William McAndrew, is keenly interested in the movement, and Lorado Taft, the sculptor, has given generously of his service and advice in putting through a plan whereby every new school building in the city shall have an exhibition room. A sculpture gallery, libraries that invite browsing,

(Continued on page 46)



This Florentine group forms a small part of the exhibits in the sculpture gallery of the Emil C. Hirsch Junior High School, Chicago, Illinois.

cast of a superb piece of sculpture and one fine color-print of a masterpiece of painting for every school in the United States.

COMMENT here on the many phases and splendid manifestations of the movement is impossible; but some mention must be made of the exceptional examples, which challenge emulation.

Chicago, to whose Public School Art Society reference has been made, has probably done most. Active for more than thirty years, the Society now has three hundred sixteen members, who pay dues of one dollar to one thousand dollars yearly,

Labor Unions

A discussion from the employer's viewpoint

By Staunton B. Peck

Vice-President of the Link Belt Company and Chairman of the Open Shop Committee, U. S. National Association of Manufacturers

BROADLY speaking, and mindful of such important exceptions as coal mining and building trades, there would appear to be developing today a better spirit of understanding, co-operation and amity between employers and labor than has existed in past years. With a very great deal of what appears in the more intelligent labor publications such as the official organ of the American Federation of Labor, what is said at its conventions, and particularly the utterances of its president, employers are in sympathetic and hearty accord. Labor today, especially in America, undeniably enjoys better compensation and working conditions of every kind than ever before. Doubtless some measure of credit for this fairly belongs to the trade-unions, though their claims for the entire credit can hardly be taken seriously. English trade-unions, for example, have been for generations and are today, immensely stronger and wield more potent influence than in the United States, yet their members are a very long way indeed from enjoying the advantages their fellows enjoy so generally in America.

Most employers today, if for no other reason than the selfish one that it pays (and it would be unfair to attribute to the majority such motives only) are actively interested in providing sanitary, safe and comfortable working conditions; in compensation for injuries suffered in employment, and medical assistance to alleviate these; in group insurance and some provision for disability and old age; in such working hours as shall leave reasonable time for recreation; in high wages with such study, research, and facilities as shall lighten the burden of the worker and enable the production which alone makes high wages possible. They realize the part which wages, over and above what is needed for the bare necessities of life, contribute to increased purchasing power and industrial growth, and they regard with satisfaction the enjoyment by their employees of better homes, more recreation, and increased educational and cultural opportunities for themselves and their children.

Indeed, employers quite generally are

IN the March number, Mr. William Green, president of the American Federation of Labor under the heading of "Principles of Unionism" discussed the question "What Does Labor Want?" from the viewpoint of the union worker. This month Mr. Staunton B. Peck, well-known employer and chairman of the Open Shop Committee of the U. S. National Association of Manufacturers presents a brief from the viewpoint of the employer.

voluntarily going beyond the demands of the unions themselves, in seeking to promote to the fullest extent the welfare of their employees; and the spirit of mutual co-operation may be found developed to its highest point in notable plants and industries that are free from union influence or domination.

With so much, then, wherein the employer is in sincere accord with the avowed principles and objects of the labor-unions, what are the causes of the differences and conflicts which manifestly still exist?

Apparently these differences and conflicts must arise from what is left unsaid rather than said in the statements of labor organizations, and in the divergence of their practices from their published statements.

Employers recognize the right of labor to organize for the protection and advancement of its interests. Employers have their own associations for their mutual benefit. They believe that labor-unions, under honest and capable leadership, may be of great service as a readily available medium of relationship between men and management, for the discussion and settlement of all differences that arise.

In this sense there is no objection to "recognition of the union," to use a current phrase around which much strife has centered; but in trade-union interpretation this phrase means compulsory

membership in the union as a condition of employment, and denial of the right of the worker to deal with his employer except through the medium of his union. It is on this interpretation of the phrase that management and labor organizations are perhaps furthest apart. The Open Shop for which the majority of employers firmly stand is one in which a worker may be employed solely on his merits as a workman, on terms mutually agreeable to him and his employer, regardless of whether he is or is not a member of a trade-union. It is a fundamental principle guaranteed to the worker by the American Constitution.

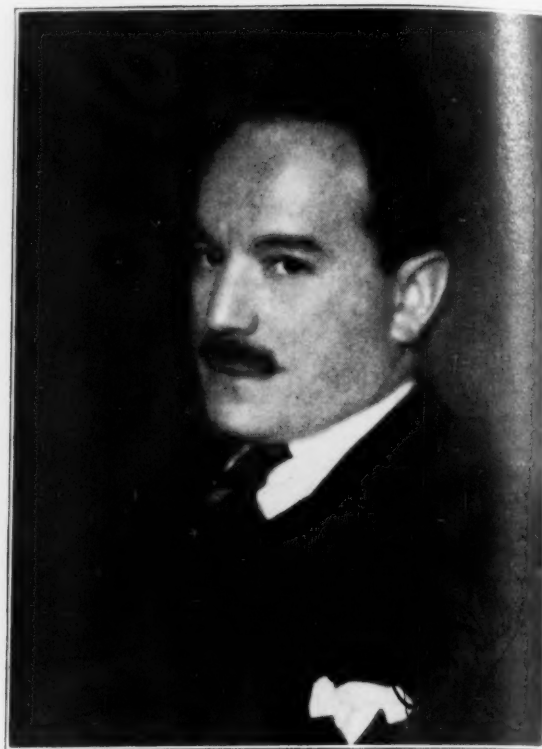
Many employers of strongly individualistic character prefer to belong to no organizations. Many men feel similarly. It is no reflection on such worthy associations as the Masonic fraternity, the various beneficial societies, the Y. M. C. A., the Knights of Columbus, the Rotary club and others, that many men, while in sympathy with their aims, do not care to join them. Compulsory membership in a labor organization as a condition of employment is just as un-American in spirit and as abhorrent as would be enforced membership in any of these other associations.

TO the labor-union principle of "collective bargaining" for which they contend so strongly (though it is interesting historically to note that when first organized it was on a basis of individual bargaining) employers offer no objection if for classes of employees rendering substantially equivalent or uniform service. Collective bargaining in practice, however, usually results in what is termed the "minimum wage"—a restricted production which guarantees a definite wage to the incompetent and indolent worker and denies to his capable, industrious fellow-worker the opportunity to earn more by his skill and industry. To this employers offer serious objection. They believe that production and wages should go hand in hand, and while opportunity and facilities are afforded the worker of average ability and industry to earn high wages, there should be no limit

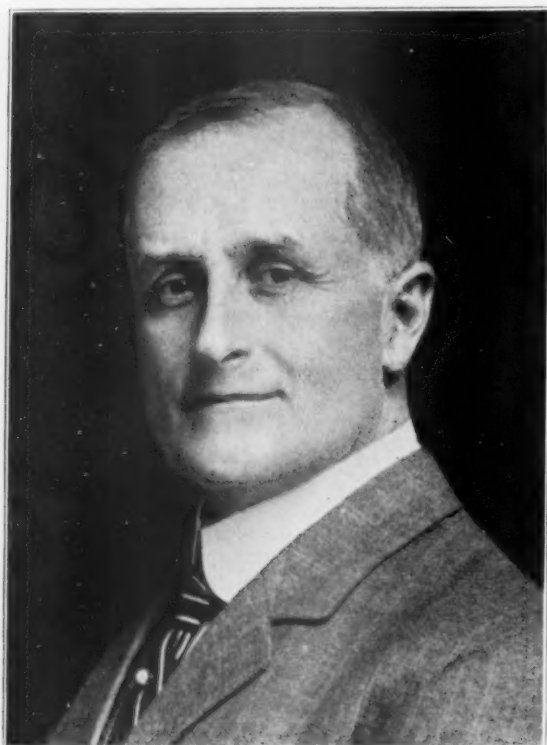
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WILHELM CUNO, Hamburg, Germany



CARLOS G. DAVILA, Santiago, Chile



DR. GEORGE L. COLLIE, Beloit, Wisconsin



FRED PATTON, Queensborough, N. Y.

ROTARIANS IN THE PUBLIC EYE

Wilhelm Cuno, General Manager of the Hamburg-American Lines, former chancellor of Germany, has been mentioned as a possible successor to Ago von Maltzan, the late German Ambassador to the United States. Ex-chancellor Cuno was elected president of the first Rotary club to be organized in Germany, that instituted at Hamburg on October 8th, during a most auspicious meeting at which were present representatives from twelve different countries.

Carlos G. Davila is the newly appointed Chilean Ambassador to the United States. After graduation from the University of Chile he took up journalism, became Chief Editor and General Manager of "La Nación" and other influential papers. He was the founder and first president of the Rotary Club of Santiago.

Dr. George L. Collie, professor of anthropology at Beloit College, Wisconsin, and curator of the Logan museum there, returned from Africa to

announce that recent significant discoveries in Kenya, British East Africa, and in Mechtal-el-Arbi, Algeria, seemed to confirm his theory that the Dark Continent was the early home of man.

Fred Patton, baritone, well-known concert and oratorio singer, has recently been engaged by the Metropolitan Opera Company for the present season. He has appeared at festivals, with symphony orchestras, with choral societies in many cities of the United States and Canada.

After Six Years

The Rotary Educational Foundation of Atlanta

By Arthur Melville

PROFESSIONAL educators may differ as to what education really is—but they are all agreed that it is something valuable. In the latest pamphlet on student loan funds which was issued by Rotary International, you will find that the cash value of a complete education at a first-class university is, in the United States, estimated at \$72,000. You will find in this pamphlet also the following significant statement by President Coolidge: "Expenditures for education are to be looked upon as public investments. The man of trained intelligence is a public asset. The training and the intelligence may belong to him, but the results belong to us."

Whether we consider education from the standpoint of intellectual or of cash benefits; of individual satisfaction or of social progress; the point need not be argued—education is an asset and one that increases in value as our civilization grows ever more complicated. The purpose of this short article is therefore simply to indicate one thing Rotary has done—and can do—to further the cause of education.

Although no complete check is available it would seem that there are now some six or seven hundred Rotary clubs which have student-loan funds. The amount of money thus invested is not known but there is no doubt that it might run to six figures. What tangible returns is Rotary getting from this investment?

A recent report from Atlanta, Georgia, where such a fund has been operating for six years may be informative. This is one of the Rotary clubs that has been most active in such effort—so that the report is not to be taken as altogether representative at present, though it may become more so as time passes.

During the six-year period covered by this report, it is shown that 237 college students were enabled to continue their education as a direct result of the Rotary Educational Foundation in Atlanta. One hundred and fifty-two of these students have graduated and taken their places in business or professional ranks.

The club is keeping in touch with all these men, and is extremely proud of their progress. Since it ordinarily takes from three to five years for a graduate to establish himself in his vocation there has not been time to allow

IT is estimated that there are more than six hundred Rotary clubs maintaining funds with which to provide loans to worthy students. This article by Mr. Arthur Melville deals with the student-loan plan followed by the Rotary Club of Atlanta, Georgia, U. S. A., for the past six years, during which more than two hundred students have been helped toward a higher education. This is one of a series of articles devoted to a Rotary club activity, and presented because of the possibilities for assisting Rotary clubs interested in similar activities.

for more than minor achievements as yet, though these are a sign of major performances to come. It is interesting to note that three of these graduates have become Rotarians and that one is starting a loan fund in his own club—so the good work goes on.

For the past three years the effort has resulted in the graduation of forty students annually. This figure becomes more impressive when we reflect that it is the average output of a college with a student body of 335. Added importance is given to these figures when we reflect that since each of these graduates is a better-than-average student, both from the point of scholarship and all-around attainment, the social results seem even better.

The majority of the students meet their obligations promptly and regularly. Seventy-nine have fully repaid and forty-nine others are paying monthly installments, while the fifty-nine who graduated this year are due to begin their payments shortly.

As fast as the returns are made the money is loaned to other students. Thus the fund which now amounts to \$28,721 has been turned over so that the total amount of loans made amounts to \$53,143.

The interest, which totaled \$1,098, was added to the principal and naturally will make the fund grow. Meanwhile this interest also constitutes a reserve to protect the principal against possible shrinkage, though so far no

student's account has been written off as uncollectable. The routine of the secretary's office insures a close follow-up on accounts over due.

Because comparatively little has been done to stimulate applications for loans, it is felt that the possibilities have not been fully gauged. This year it was necessary to borrow \$2,000 from the Rotary Club to meet the peak demand which came in the late spring. This was to be repaid during a later period when very few students ask for help.

The trustees through their chairman, Kendall Weisiger, state in their annual report to the Rotary Club of Atlanta that they could advantageously use an additional \$4,000 a year for the loan fund. This would enable them to operate on a less-restricted basis and to aid certain students who must now be referred to other sources of assistance.

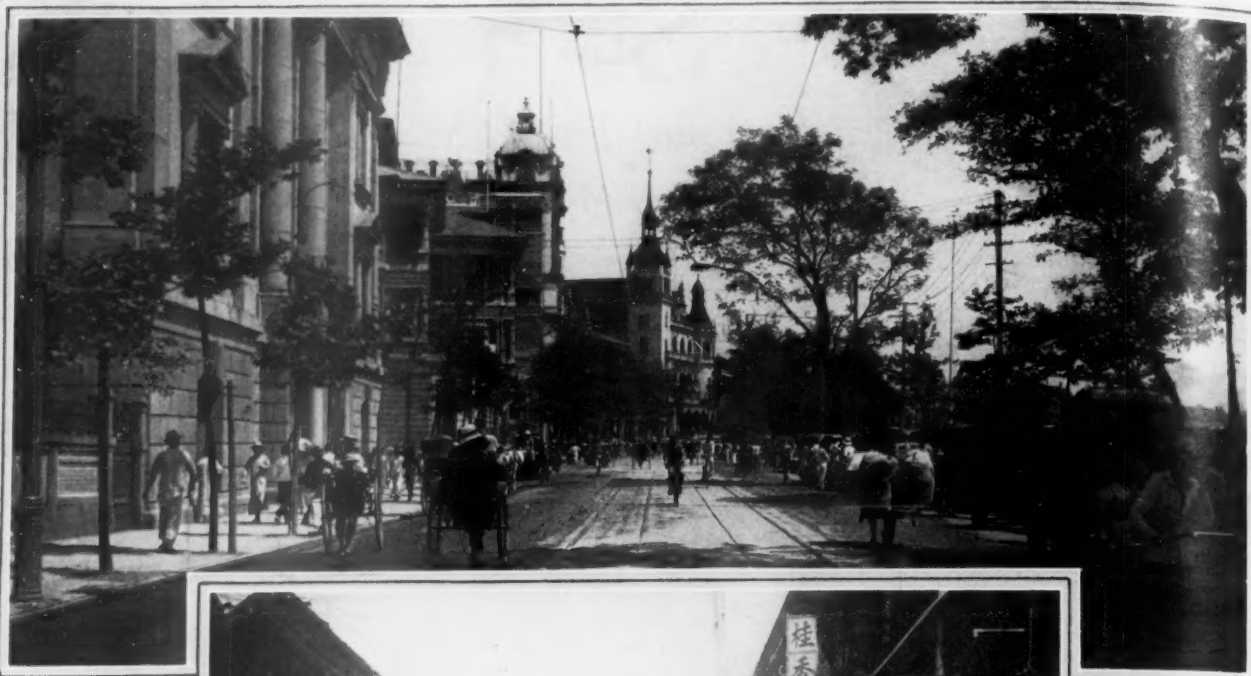
Records show that 160 past and present Rotarians have subscribed during the six years, and several non-Rotarians have assisted. Most of the subscriptions were on a three-year basis.

Sixty per cent of the present members are subscribers—and the trustees hope some day to realize their ideal of a 100 per cent subscription. It is also thought that the fund should now justify support on an annual continuation basis. Many Rotarians have voluntarily subscribed on these terms. Some have even made provision in their wills for this aid to be continued after they themselves have passed on.

THE general appeal of such a project is indicated by the fact that several wealthy men who had been making private loans of like nature, have suggested that the club might handle their funds thus giving the added value of the regular and business-like procedure methods employed by the club secretary. Such an arrangement is quite possible under the liberal charter of the Rotary Educational Foundation of Atlanta.

Especially notable among the requests for cooperation was that of Rotarian Dick Smith who asked that the trustees administer the fund created at the death of his brother, whose will provides that the annual proceeds from his estate be used for the education of poor boys, preferably boys from the mountain regions of this section. When this

(Continued on page 42)



Above — The Bund which is both the Wall Street and the Rue de Rivoli of Shanghai.



Typical of the older sections of Shanghai is this street with quaint signs over the shops.

Photos: Publishers' Photo Service.

The Child of the Yang-tse

Shanghai—Typical of the New China

By Albert E. Willsher

THE ordinary Chinese tradesman living in the Foreign Settlement of Shanghai, is, or was rather, a very quiet, undemonstrative kind of a chap—never looking for trouble—quite satisfied to be left in peace to conduct his business.

But the last few years, with the influx of over 5,000 Russians of all classes (men and women) the attitude of Mr. Chinaman has changed, and he has created in his brain ideas entirely foreign to his nature.

These ideas were planted there through Russian propaganda and Russian roubles—with the result that not

only Shanghai but the whole of China, including both the Southern and Northern Powers, have been undermined by bolshevik influences which have taken root and developed into the present dangerous condition.

Shanghai is the child of the Yang-tse. Ages ago this was a part of the ocean, and from here out to the sea, a distance of about sixty miles, the soil has all been built up by the river. Since then another river has cut its way through and it is on that, the Whangpoo, about fourteen miles from where it flows into the Yang-tse, that the heart of the city is situated. I say the heart, for the

Whangpoo is now lined with wharves, warehouses, and factories for ten miles or more. It is filled with every kind of craft of the Far East and the West, from the huge Chinese junks with an eye as big around as a dinner plate on each side of the prow, to great steamers burning fuel oil from the ports of America, Asia and Europe. Formerly the ocean steamers had to anchor far out in the Yang-tse, and passengers and freight were taken up the Whangpoo in launches. Now, by an expenditure of tens of millions of dollars for dredging the ships are enabled to come right up to the city and anchor in front of a

Bund that makes one think of the Thames.

The Whangpoo is wide, and as we make our way through the shipping we see on each bank flour mills, saw mills, cotton factories, and the tank farms of the two great oil companies, the Standard and the Dutch Shell Company, which compete for the job of lighting the Orient. Further on are silk factories, and other industries employing tens of thousands of hands. Shanghai has now eleven modern rice mills and sixteen great flour mills equipped with steel rollers. It has fifty-two cotton factories, which produce much of the yarn consumed in the valley of the Yang-tse-Kiang. It has knitting mills that are making silk stockings for England and the United States, weaving mills that compete with Manchester; Fall River and Osaka for the cloth used in China, and mills making bean oil from cotton seeds and beans. On one bank of the Whangpoo, in the midst of these, is an electric power plant whose capital is about \$25,000,000. That plant is producing more than 120,000 kilowatts. It runs the street rail-

ways and furnishes power at low rates to most of the industries.

In this ride from the Yang-tse-Kiang up the Whangpoo we see but few indications of the Old China. The factories are modern, and their signs are in English. There are steam dredges at work in the stream, and a steel pipe, as big around as a hogshead and about a mile long, carry the silt above the water over the bank to where it flows out to build up new land. As we look out over the landscape we will find that most of the grave mounds have been sliced away, and that modern buildings with smokestacks have taken their places. If we take a field glass we can see automobiles chugging along through the mills, and can pick out the railway locomotives dragging the train down to the little town of Woosung.

It was that railroad, which is just twelve miles in length, that introduced China to steam locomotion. Its track was the first built in the empire. It was constructed by a British Company in 1876 at a cost of £20,000,000 and was operated only two months. Then it was destroyed by the Chinese officials, who

were opposed to railroads because the smoke of the locomotives might affect the spirits who inhabit the air.

As the story goes, they paid a coolie \$100 to allow himself to be run over by the cars and be killed that the money might enrich his family. The man threw himself in front of the train and was taken out mangled and dead. Thereupon the mob tore up the road, and the people decided it should be abolished. For a long time after that the railway movement was dormant, but it again sprang into life, and now China has about 7,000 miles of railways open to traffic, and many thousand more miles are projected. In the Consular District tributary to Shanghai there are about 400 miles of track, and within the space of six hours one can now go by fast express train to a half dozen cities of 500,000 or more people, each.

Going on we land on the Central Wharf, the landing place of the Robert Dollar Company which has many lines of steamers across the Pacific and sends its vessels more than 1,000 miles up the Yang-tse. Here we take an automobile and, crossing a bridge of concrete and steel, ride up the Bund. This is a wide strip of land. It is laid out in parks and roadways that border the river for several miles, and is backed by the chief business structures.

THE Bund is the Wall Street, the office section, and the commercial center of Shanghai. Shanghai is the chief ocean gateway to the great Yang-tse Kiang Valley, which feeds more than 200,000,000 of people. It is situated in one of the most densely populated parts of the republic, and has, it is said, 40,000,000 souls living within a radius of 150 miles. Within a few hours by train is a city population, as large as that of Montreal. This includes the greater Shanghai, which is as big as Liverpool. Ningpo reached by steamer each night, is of the same size as Manchester, and

(Continued on page 49)



Photo: Ewing Galloway, N. Y.

Above—The Bund and waterfront in the French concession at Shanghai. There are approximately 1,000 French among the 40,000 foreign residents. Water-front lots are selling at \$500,000 (Mexican) an acre.

At Right—A bird's-eye view of Shanghai and Soochow Creek. Along both sides of this waterway flour, cotton, silk and oil mills are being erected in large numbers. The products are taken sixty miles to the sea which was Shanghai's boundry before the silt made new land.



Photo: Publishers' Photo Service.

Talks That We Remember

Good and bad tendencies in speechmaking

By George Dalgety

"O H, Harry, have a heart! I can't get up in front of that crowd and make a speech."

"Possibly not. If you are considering the polished utterances of the professional speaker you are probably right. You also may be open to congratulation. But, if you are trying to tell me that you can't get up before that crowd and make a well-balanced, worth-while talk, you are wrong."

"But, Harry, nobody wants to listen to speeches nowadays or even talks. There isn't much left to say, and besides they get it all better than I can say it from the newspapers and magazines."

"That may be true, but if nobody wants to listen to a speech or a talk nowadays, the public surely does like to absorb punishment, for there is more speaking being done today than ever before. I fail to see the contention that the spoken word has lost its force; that it should be put on the shelf in favor of the book and the newspaper. When one stops to think of all the service clubs, chambers of commerce, churches, schools, to say nothing of the occasional dinners, cornerstone layings, commencement exercises, and the regular lecture courses and chautauquas, with more or less regular meetings all filled with talk—good, bad, and indifferent—it is evident that the spoken word still has an important place and influence."

"I don't think you need worry about not getting a hearing, and, too, you are going to like the experience. There is a sense of accomplishment and power in making a good talk that is to be found in no other activity. This thing grips one. In fact, you have to be careful that it doesn't get so far into your system that you will want to talk all the time."

"No chance. If I make one talk and survive I'll be willing to leave the game to those who want it. But I agree with this idea that a man should only speak when he feels that he has something that must be said."

"Sometimes that may be true, but ordinarily it is not a safe guide. In fact, the irrepressible urge which you suggest may be as thoroughly misleading as the inclination to refuse to talk when there is something well worth while saying. One man may have something that is a distinct contribution and not see it. It would be unfortunate for

MANY a man with real achievement to his credit has looked as pitiful as a dying goldfish when called upon to "say a few words." Interest which the achievement deserved and the personality of the speaker promised, was largely lost—and the chance to exercise a splendid community influence went glimmering. Why? In most cases because the man had not troubled to master the trick of simple, direct talk. This article tells you what should be done before the chairman says "We have with us today—"

him to refuse to be drawn out and not give others the benefit of what he knows. Many times, too, this disinclination to talk is in the exact ratio to his desire to remain silent. Our biggest men are plain men who do not appreciate their real worth, as your own case for illustration. On the other hand, the irrepressible urge often comes to a man who has little to say, but because he likes the sound of his own voice or somebody has told him that he is a good talker, insists on talking a great plenty.

"A man was talking to me the other day of a friend. He said, 'If that man has one man with him he is delightful conversationally and very much worth while; if a third man joins the group, he thinks he has an audience, has an irrepressible urge to make a speech and proceeds to do it.' Not every one has the balance of Calvin Coolidge, who knows when it is time to talk, what to say, and how to keep quiet when he is through. Few 'choose' as well as he does. On the other hand, many a man who doesn't have the urge, but who others know has information which is valuable, is called upon, and whether he likes it or not must respond as a duty."

"Well, as long as I have to get up this confounded talk, are there any books that I can read that will tell me how to do it?"

"Yes, there are plenty of books, but if I were you just now I wouldn't read them. Most of the books that are writ-

ten on speech-making are scientific and rather technical, and are meant for the person who is going to make rather an exhaustive study of the subject. They are not written for the man who hasn't the time to spend taking a regular course and who expects to make only an occasional talk. They are not for the man who reluctantly agrees to put away his modesty and offer himself—by force—upon the sacrificial altar.

"A few suggestions, however, might help considerably. Fortunately or otherwise, styles in speech, as in dress, change, but not so fast, although there is a tendency to desire greater brevity in both and a mutual insistence on adequate and sensible coverage. Both may be sometimes overdone. We have gone quite some distance from what is usually thought of as the Websterian or even the Bryanesque style of oratory. We are now in the cycle where we want the so-called plain, conversational, business-man's talk. Business men admit that they are practical, unemotional, hard-boiled. Yet it is strange how many practical, unemotional, hard-boiled business men can be temporarily swept away by the emotional, or heaven, home, and mother stuff."

"WELL, how am I to go about it? What shall I talk about?"

"I may be able to suggest how to go about it, but you will have to determine what you are going to talk about. That will depend upon what you know. I'll answer your second question first—'How to go about it?' As you have listened to various speakers you have probably noted that there are several different styles.

"First, and we hear much too much of it, is the unorganized, rambling, unclassified utterance that somebody has aptly termed 'a leakage of the mouth.' One thought suggests another, or possibly the last word in a sentence suggests the next sentence, etc. I once heard a minister work along that line for forty minutes, and when he got through he said, 'I could ramble on thus pleasantly for another forty minutes but I see my time is up,' and he wondered why a good old brother in front cried 'Amen' with such enthusiasm."

"Another type is what you might call a yarn ball speech. There is no straight line of development, but a general winding up. If this is well done it is dis-

(Continued on page 59)

Three New Countries in Rotary

Ecuador-Bolivia-Germany

ECUADOR—Guayaquil and Quito are the first cities to have Rotary clubs in this forty-first country in Rotary. Each club has twenty-five members and both were organized in May, 1927. Quito is the capital of the republic of Ecuador; Guayaquil is a seaport in the province of Guayas.

The Harbor at Guayaquil.



Independence Monument and Plaza, Guayaquil.

Plaza and Convent of San Francisco, at Quito.



Photo: Pazmino, Quito

Members of the Rotary Club of Quito.

Beginning, third from left, seated are: Humberto Alborno, president; James H. Roth, special commissioner, Rotary International; Antonino Saenz, vice-president; Francisco Cousin, director; Eduardo Salazar Gomez, secretary.





Photo: Ewing Galloway, N. Y.

*Bolivian Indians in
Easter Celebration
at Copacabana,
on the Peru-Bolivia
Boundary Line.*



Photos: Publishers' Photo Service

*The fashionable
Paseo de Colon,
at La Paz.*



*The Capitol
Building at
La Paz.*



*Bird's-eye view
of La Paz, with
Mt. Illimani in
the distance,
highest moun-
tain in the
Western
Hemisphere.*

GERMANY—Hamburg is the first Rotary club to be organized in this, the newest country to enter Rotary. The club was admitted to membership in October. Special Commissioner Fred Warren Teele had an active part in the preliminary organization work. This city, the greatest seaport on the continent of Europe, ranks next to London and New York in importance.



Photos: Publishers' Photo Service

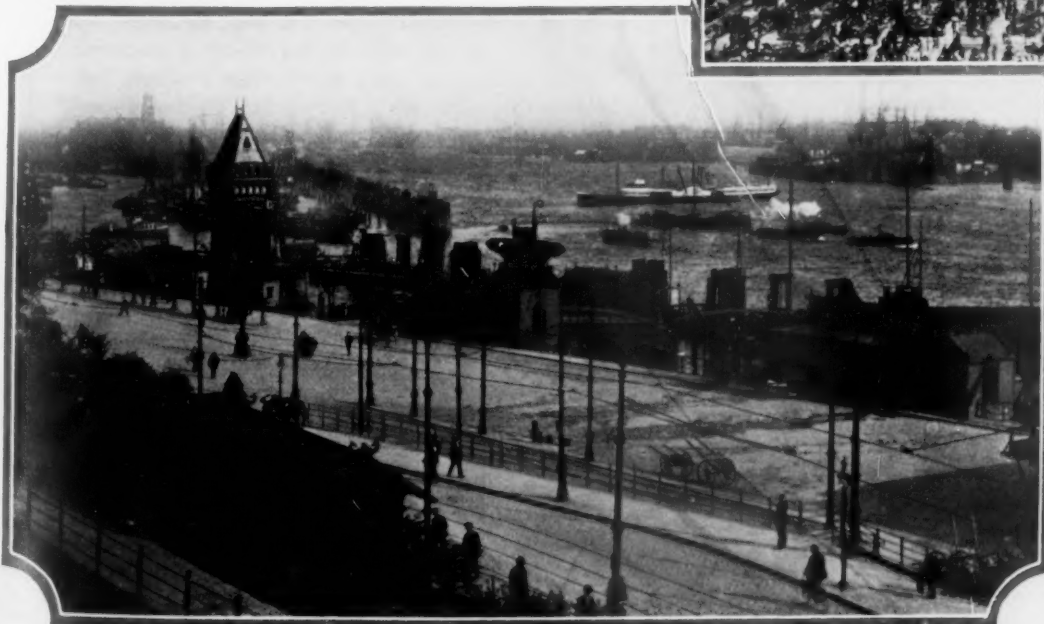
West view of Jungfernstieg, the Fifth Avenue of Hamburg.



Stockelhorn section of older Hamburg.



The great open-air market and St. Nicholas Church.



Harbor at Hamburg—one of the largest and best-policed harbors in the world.

What Constitutes Community Service?

By William H. Campbell

Chairman of Community Service and Boys Work
Committee of Rotary International

IN a certain good-sized community on a certain national holiday, two little lassies around eight years sacrificed their lives because the supposed "safe and sane" fireworks with which they were toying, chanced to set their filmy dresses aflame.

Parents were astounded. Neighbors were shocked. The whole town rose up in condemnation over what had happened. Yet fireworks had been a part of the national celebration in that community ever since they had come to be recognized as a method of expressing one's patriotism.

No one had ever given heed to the danger of them, because no one, fortunately, had ever been hurt. But now, two little flowers had withered and died. The newspapers, editorially and otherwise, took up the cry that fireworks were all wrong.

Then, as invariably happens in a world that is constantly engaged in the changing condition and excitement of things, the fireworks were forgotten, except in those two homes where vacant chairs at the table and empty cribs provided a mocking and lasting memory.

Just about this time, there awoke to activity in this community, a Rotary committee on community service. Its chairman was a real worker, one of those fellows who does not believe in waiting for things to be brought to him, but whose eyes and ears are always to the ground, alert to catch the spirit of some community need.

So with all the data of this fireworks' situation under his wing, he called his committee together and laid the facts before them. Here was something that had all the earmarks of a Rotary job. Here was a service to be rendered to the community, not for a day, but for all time. This committee knew that a decisive action by them now, would live long after fireworks as a patriotic demonstrator, had passed into oblivion.

A resolution was drafted, urging the banishment of fireworks of every kind and character, except when publicly displayed under expert management. The Rotary club adopted it unanimously. It was presented to the mayor and the common council of the town, and was quickly given their support.

A few children will miss their fireworks next year, and still fewer the following year; but the youngsters of five and ten years hence will scarcely know there ever was such a thing. And any number

of homes may be spared the sorrow that darkened two homes, at least, this past year.

That's community service, as I see it; the sort of community service we are all called upon to do in our clubs, wherever they may be. It represented little or nothing in man-power; it represented still less in actual cost of promotion. But it accomplished its purpose—not to just a few, but to an entire community. And any sort of community service that fails to do this very thing, is falling a bit short of the mark.

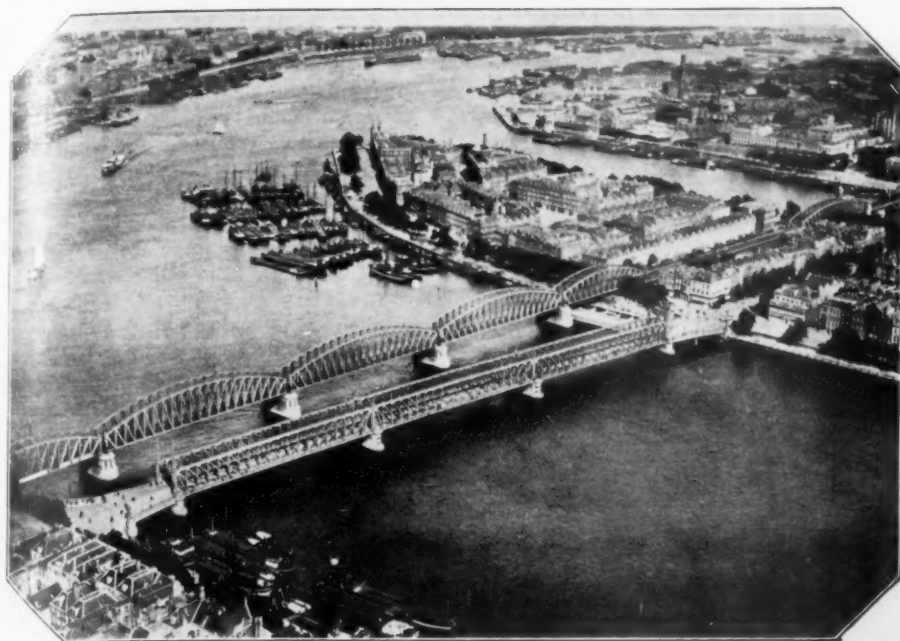
ROTARY clubs come into being with increasing regularity. Hardly is a charter granted and a club under motion, before it begins to feel the urge of "something to do." Someone has told them they must be active and alert and aggressive and progressive, or they will suffer from inertia. So out they strike to hit some need. Sometimes, it is the passing fancy of an individual, sufficiently clever to sell his idea to his club. Again, it is a pet hobby, and now the hobbyist sees the chance to give it wide expression through Rotary.

Invariably, all of these things entail a cost that is not commensurate with the good to be accomplished. And before the goal is attained the club finds its treasury depleted, and very frequently is left badly in debt. Then too, the club awakens to the fact that in its endeavor, it has not done something that will inure to the good of the entire community, but to a limited few.

From that time on, that club will suffer, not so much from inertia as from the dread of its membership in tackling some worth-while problem, just because they will fear a like result. So it will have to be reborn in its spirit, and its fire of enthusiasm will have to be rekindled.

Community Service, or rather, Rotary Community Service, if I may so express it, is the rendering to a community of some sort of service that will be lasting and beneficial to its entire group; something that will serve to make that town a better place in which to live.

If Rotarians and Rotary clubs could be imbued with this spirit of Community Service, a great forward step would be taken in the progress of Rotary. Let us all, as Rotarians, rally to this standard of service, recognizing in it the one effectual method of continually doing our bit.



Rotterdam, situated on the banks of the Maas River, great commercial and shipping center and noted for its extensive manufacturing interests.

Below—The Town Hall of Middleburg, ancient capital of the province of Zeeland. This imposing structure was built by Anton Keldermans about 1512 and now houses the city's archives and valuable antiquarian and historical collections.



Holland—Old and New

Photos:
Information
Office,
The Hague

By B. F. Krantz

Secretary of the Rotary Club of Leiden

ALTHOUGH the total area of Holland is less than 13,000 square miles, and the total population only about 7,000,000, there is much more to be said about this part of Europe than can be included in the space at my disposal. So I assure you that my meagre description is not altogether my fault and I hope that, limited as the offering must be, it may have a share of your attention.

Holland is situated at the mouths of three big rivers all of which have their sources in other countries. These rivers, the Rhine, the Maas, and the Scheldt drain a low lying and very level district. Often the land lies below sea level and has to be protected by dykes. The fertile soil, so productive because of the amount of moisture, is also often so loose that when we Dutch build bridges, high houses and our factories we must drive wooden piles into the sub-soil for foundations. Skyscrapers are not possible. Sometimes we have trouble too when worms bore into the piles and weaken them.

The necessity for controlling the waters is the cause for many of those picturesque old windmills which have long been a characteristic feature of

our landscape. Nowadays we do not put all our trust in the wind, but use modern pumping machinery which is less picturesque but more effective.



DIRK HUDIG, of Amsterdam
Governor of the Fifty-ninth District
(The Netherlands)

Much of the surplus water is used for our network of canals—we have approximately 1,500 miles of waterways and much of our extensive carrying trade goes by these routes. These canals are often on different levels so that when you stand in a "polder" (low-lying land surrounded by dykes) you may see a ship sailing along on a higher level than that where you stand.

Because of these peculiar conditions Holland has always a last resort in case of invasion. The dykes can be cut and much of the country flooded—it has been done once or twice in our history. But we should not like to do it, for we are a peace-loving people to begin with, and besides land is really very precious here. Very few Dutchmen own more than 500 acres but you would be surprised how much can be produced on that. Of course not all of our land can be used to grow crops, some of it is just given over to a particularly binding sort of grass; altogether about 35 per cent of our land is used for pasture.

Cattle-raising, cheese-making, and flower-growing are listed among our main industries. About one-third of our populace are employed in industry (shipbuilding, engineering, textile, chemical); about the same number in



Cherry blossoms in the Betuwe ("good land") the fertile region between the Rhine and the Waal and watered by the Linge.

agriculture; and the balance find occupation in transport and fishing. Of late, coal-mining has been developed considerably and of course there is our colonial trade. Holland's colonies in Asia and in the Indies are of far greater extent than our own country and about 500,000 of our citizens find work there. Besides all this there is a big carrying trade, for, situated as we are between some of the leading European nations, much that is imported is re-exported later.

Generally speaking, wealth is rather evenly distributed. If we have not many very rich citizens neither have we many very poor. Under our constitutional monarchy we get along so well that the government does many things which in other lands would be undertaken by private individuals. There is universal suffrage for those of 25 years of age and older. Family life is well esteemed and there is no great tendency to emigration despite the fact that our land is, with the sole

exception of Belgium, the most densely populated in Europe. The cleanliness of Dutch homes is traditional—though our housewives are not quite as unreasonably insistent on this as some travelers would have you believe. For that matter there are not so many of the traditional Dutch costumes seen outside certain tourist centers—although we really do like old customs just as we enjoy personal liberty.

Holland has often served as a refuge for those whose religious or intellectual ideas were not appreciated in their own lands. If you should travel to Amsterdam you might pass Maassluis from whence, three centuries ago, departed the Pilgrim Fathers—though one may doubt whether the "Mayflower" carried quite as much furniture as is supposed. Many other stories might be told of famous residents from other lands.

You would expect a people of independent thought to have a number of universities. Those established at Leiden, Utrecht, Amsterdam, Groningen, Delft (technical), Wageningen (agricultural), and Rotterdam (commercial) are well attended but the students as a rule do not live in college halls. Meetings of the student corps serve to promote acquaintance among the young men though the initiation is not too easy.

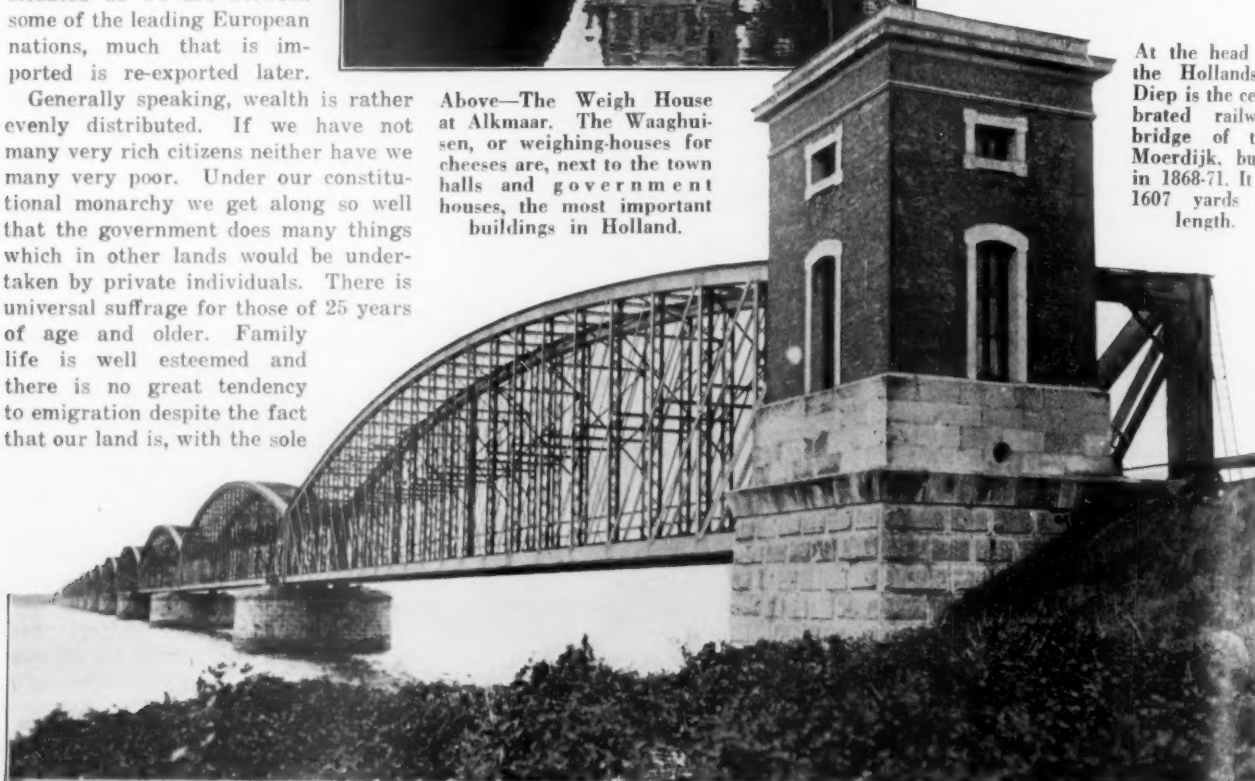
When these students get together they will exchange information about their home towns and others that they have visited. They may talk of Amsterdam, the largest town of Holland and one that has long figured in Dutch history. Or perhaps of that spacious and well-planned town, The Hague, where the Queen lives and the government is carried on. Or possibly of Rotterdam, that busy port with its long lines of warehouses. Then there are all the medium-sized towns such as Haarlem, Utrecht, Groningen, Arnhem, and Nijmegen. Lastly

(Continued on page 51)



Above—The Weigh House at Alkmaar. The Waaghuisen, or weighing-houses for cheeses are, next to the town halls and government houses, the most important buildings in Holland.

At the head of the Hollandsch Diep is the celebrated railway bridge of the Moerdijk, built in 1868-71. It is 1607 yards in length.



Diplomatic Portents

By Edward Price Bell

Director of Chicago Daily News Foreign Service

THERE are at least three reasons why I am always glad to speak to Rotarians.

I am glad to speak to them, first, because they are idealists. I am glad to speak to them, secondly, because they are internationalists. I am glad to speak to them, thirdly, because they are men of conviction, of energy, and of courage.

What manner of audience, I ask you, could make a stronger appeal to one who ventures, with however much humility, upon a public address?

Rotary has a great watchword. It has a great call to duty. That watchword, that call, rings in the word "Service." And the Rotarian idea of service is a large idea—service to the city, to the citizen, to citizenship; national service, international service, service to all mankind.

I like that comprehensive, that all-commanding, ambition. I like ambitions of service which laugh at oceans and mountains and political boundary lines. I like ambitions of service which move on strong and tireless wings to inspire and strengthen humanity as a whole.

Hard-headed business men you are. Realists you are. And yet you all are idealists—and still going rather strong in spite of Mr. Mencken. You work and meet and sing and endure speeches—some of them terrible enough, I am afraid—you do these things in the spirit of idealism, of brotherhood, of ethical elevation, of devotion to something better than self.

I will go so far as to conjecture that, in the whole membership of Rotary throughout the world, there is not one cynic.

Some men in our mystifying universe discover what they term realism, what they term materialism, what they term practicalism, what they hold out to us as the demonstrable, the tangible, and fancy they have planted their feet upon ultimate rock. To me it is a strange thing. To those who find charm in it I would say: "Climb higher up the hills; you will find the view there beautiful, and the air sweet."

There are fanciful notions in the world—we all know that. There are illusions, idle dreams, mischievous ideologies—we all know that. But what have those things to do with ideals? Experience, reason, judgment, commonsense, will enable us to put aside the will-o'-the-wisps, while holding fast to

IMPORTANT addresses delivered before Rotary clubs in various parts of the world are frequently presented in "The Rotarian." Last month there was published the address by Dr. Strakosch, of Vienna, before the Rotary Club of Zurich, Switzerland, on the events leading up to the riots in Vienna of July last. This month we go to Chicago—the birthplace of Rotary—and "listen in" on the address delivered before the Rotary club by the director of the foreign service of one of the world's greatest newspapers.

our high and generous purposes, our standards of excellence, our ideals.

I like to speak to Rotarians, as I have said, because they are idealists, and because they are internationalists. I love a man whom God made big enough to love the world. I do not hate a man whom God made too small to love the world, for God doubtless had in mind some inscrutable, useful purpose. Besides, the man could not help it! I do not hate the small man, but I do love the big one.

Rotarians, I dare say here in their presence, are trying to be big men. They are trying to be at least as big as our world. They know enough to know that we Americans, however important we may be—and we are not without im-

portance—are not the sole occupants of our planet. They know we have an international world, and their disposition is to behave consonantly with that great fact.

Rotarians are idealists and internationalists, and what else, did I say?

I said also that they are men of conviction, of energy, and of courage. Now, when I see any kind of an idealist or internationalist, I am inclined to be happy about it. But, when I see idealism and internationalism associated with such conviction, such energy, and such courage as are characteristic of Rotary around our globe, then I am happy, indeed.

WE are met today to think a little about international affairs. In no other sphere of discussion does the publicist require more courage. If he have breadth of mind, some knowledge of the world, a sense of reality, eye-sight to see things as they are—not to mention any touch of nature which "makes the whole world kin"—he must have a lively sympathy with all nations. He must feel with them, in order that he may think with them, and thus come to know where they stand and why they stand there.

And, to the extent that he does this—to the extent that he shows himself internationally conscious and ethically sensitive—he is almost certain to raise the clamor of the ignorant, the narrow, the foolish, and the mean. His patriotism will be impugned. He will be accused of loving other nations more than he

loves his own. The tongue of demagoguery and of blackguardism will select him for its lash.

Well, that must be faced. And something else must be faced. Cynicism must be faced. Captiousness, self-righteousness, misanthropy, lack of great human faith in all its forms, must be faced. There is no room for the ignorant, the narrow, the foolish, the mean, the demagogic, the blackguardly, the cynical, the captious, the self-righteous, the misanthropic, the faithless.

"Spirit of Rotary, inspire us!" That well might be the cry of those who march under the banner of peace. It is a very splendid banner, quite the most lustrous rippling upon the political winds today. Such weak voice as I have I would lift to the Rotarians of the world to keep that banner in the air. For, after all, what is it? Neither more nor less than the emblem of a universal citizenship triumphant in peace.

Peace—that is the supreme word of our day. That is the word which concerns all of us, old and young, weak and strong, obscure and illustrious, those who work with their hands and those who work with their brains. And why is peace so important? It is so important because it is the conservator of all we have—our liberties, our ordered society, our property, our moral and mental treasures, our lives. It is the conservator of even more than that. It is the conservator of the collective conscience of humanity—of mankind's corporate honor.

To talk about civilization without assured peace is to talk about something constantly poised above an abyss. Men are indefatigable builders. Their brains and hands never rest. Miracles of construction spring out of their genius and their industry. But, all the time, what is true? All the time their structures, their achievements, are threatened by war. They remind one of unthinking children busily and merrily building castles upon a shelving beach.

I am here to talk on "Diplomatic Portents." Up to this moment, the subject has not been mentioned, but I have been approaching it from the first. I have been talking about idealists. I have been talking about internationalists. I have been talking about men of conviction, of energy, and of courage.

Politics and diplomacy—diplomacy is merely the obedient child of politics—float upon the sea of public opinion. This is true alike of domestic and of foreign politics. Our statesmen and their ambassadors and ministers are not in the least likely to be better than we are. On the contrary, unless we watch them pretty carefully, they often tend to be worse than we are.

How tremendously vital, therefore, that public opinion should be instructed, vigilant, and resolute! How important that Rotarians and other friends of a tranquil and cooperative world should be on the *qui vive* and insuppressibly active! Pick out your first-rate statesman and support him! Pick out your first-rate diplomatist and support him! Pick out your war-mouthing fool and destroy him!

Here is our great duty—yours and mine and all democracy's—the duty of ceaselessly pressing forward moral preparedness for peace. Diplomatic portents. Let us look for them. When they are propitious, when they reflect moral enlightenment, when

they reflect sagacity and fearlessness looking toward peace, then let us signify our welcome to them, our approval of them, our joy in them. Let the vast sea of world opinion bear up the men—the governments and the envoys—who give us the diplomatic portents auspicious of advancing moral preparedness for peace, without which there can be no peace.

NOW, briefly, for a few illustrations. Herr Stresemann, minister for foreign affairs in the Republic of Germany, both as statesman and as diplomatist, is doing herculean work for peace. He is striving to heal the old, deep wound between Germany and France—striving to do it in spite of violent chauvinistic opposition at home. A great man!

And there is Briand, minister of foreign affairs in the Republic of France. He, too, both as statesman and as diplomatist, is doing herculean work for peace. He is cooperating with Stresemann in the delicate and difficult task of healing that same old, deep wound. Another great man, with as much gold in his heart as there is silver in his tongue!

Viscount Cecil of Chelwood, Britain's peace hero, just has added a bit of luster to his name. He has joined the little company of diplomatists unafraid—small in numbers, but mighty in moral significance. Viscount Cecil has stepped out of the lesser into the larger light of his profession. He has had the courage to say so when he thought his country was wrong. He has had the courage to say so, not only with words, but with his job.

Would that more of us were ready to talk like that with our jobs!

This little company of the morally elect in the domain of politics is exclusively European. I do not pretend to have exhausted the list—I could name some other good men in Europe and in Asia—but the list is not too long. I could name several Americans who belong on the list; I wish I could name more. I could name Root. I could name Hughes. I could name Nicholas Murray Butler. They are not little men.

You all, too, have heard of a certain rather quaint gentleman named Calvin Coolidge—a man who, when he does not intend to do a thing, remarks that he does not "choose" to do it. Mr. Coolidge, in my opinion, is essentially a great man—not exactly Hibiscus-like in color, perhaps, but honest, shrewd, somewhat hard to frighten, and wholesomely contemptuous of the chauvinistic humbug.

What, then, does it all come to—this poor speech, to which you have been so good as to listen? It comes to this:

That the Rotarian spirit, by whatever name you may call it, is the spirit of civilization, the spirit of culture, the spirit of Christian charity, the spirit of peace. That this spirit must be made to beat pitilessly upon the political conscience of the world.

That the nations can have the statesmanship and the diplomacy which they *deserve*—no better, no worse.

All the political portents, all the political omens, will be good—when? When the democracies, the hard-working, justice-honoring, peace-loving masses of the world, rise in their might and demand that they shall be good.

Then, and only then.

Some Ethical Considerations

"Man's reach must e'er exceed his grasp"

By Ben Gelling

Former Honorary Special Commissioner of Rotary International
for New South Wales

ETHICS has been defined as the science of human duty," a "rational explanation of the ideas of Rightness and Oughtness." Rotary ethics is the application of the principles of right character and conduct in the realm of a Rotarian's personal, business and community life.

When a Rotarian is inducted into the membership of the Sydney Rotary Club he is reminded that he is an ambassador from Rotary to his classification and is expected to carry Rotary ideals into his professional or craft association. He is reminded also that Rotary will be judged by the way in which he exemplifies its principles and ideals in his relationships with his fellows. And the responsibility is thus cast upon him of making himself fully acquainted with those principles and ideals and of doing his utmost to work them out in his every day life.

The ethics of Rotary are expressed in its Six Objects and its Code of Ethics. In these two documents we have the clearest exposition of the rules of right practice which every Rotarian is expected to acknowledge not merely as a subjective attitude of mind but to be objectively reflected in his business and community life. They are not mere philosophic observations of more or less general application but are intimate, personal declarations of right conduct which every Rotarian is expected to apply to himself. That is why they are so searching.

Let us look at them somewhat closely. Notice that Objects one, three, four and five are concerned with the idea of Service which, as applied by every Rotarian to his personal, business and community life, is to be the basis of his enterprise (Object 1). To this end he seeks "the development of acquaintance" (Object 4), and he acknowledges "the worthiness of all useful occupations" (Object 5).

Man cannot live alone; he is a social being, and as a member of the social group he can be led to altruistic efforts for their well being. But Rotarians are active business and professional men, and "competition is the soul of business."

Can men engaged in the practical affairs of our modern commercial and

ROTARY has established certain ethical principles based largely on the Rotary Code of Ethics and the Six Objects. There are also other principles not so clearly defined. In this article the author raises some interesting and pertinent questions on the conflict between a man's sense of obligation to certain high principles and his loyalty to those whose business he administers.

industrial world be active competitors and at the same time be linked together in a fellowship based on a common ideal of Service? Can competitive operations be conducted on an ethical basis? Are we deluding ourselves when we answer "Yes?" Must it ever be every man for himself and the Devil take the hindmost? Should the aim of business be to destroy your competitor so that you may flourish on his ruin?

Is it not only good ethics but common-sense to answer "No"?

But when we have answered yes and no respectively to the questions I have propounded there still remain some serious practical problems in ethics with which many Rotarians are faced.

For instance, here is a manager of a large concern engaged in a highly competitive business, who finds difficulty in reconciling his sense of duty as a responsible employee (to whom perhaps hundreds of shareholders are looking for yearly dividends) with his acceptance of Rotary ethics. His business rivals are keenly competing for his customers, and some of them are adopting practices which threaten to seriously injure his trade and which, though strictly legal, are not strictly ethical.

Now the problem is, shall he depart from his hitherto high standards and fight his competitors with their own weapons, or must he hold to what he believes to be the higher duty and so, perhaps, bring loss to his company? He

himself, would unhesitatingly choose the higher path, but, he says to himself, "I am not my own master; and have I the right to allow my personal predilection for better methods to stay my hand? Is it not my clear duty to do everything that is legally justifiable to promote the financial interests of those who employ me? It is true that, in my judgment, the methods which I must adopt to fight my competitors are not in accord with Rotary standards of ethics, but after all, that ubiquitous person, the man in the street, would see nothing wrong with them; and am I not a fool—and, what is worse, not quite loyal to my trust—if I hesitate to do to those others, my competitors, as they are doing to me."

The problem may have many variations, but the issue is the same, namely the conflict between the Rotarian's sense of obligation to the Rotary ethical standard, and his loyalty to those whose business he administers.

Or, take another instance. Here is a Rotarian, who, as a highly placed public servant, or in some other position, enjoys a sheltered occupation. Ordinary business competition does not come near him. And yet he is faced with much the same ethical problem as his business Rotary friend. Jealous of his department's reputation he may deny a mistake and bluff through an explanation which may serve its end but will be ethically unjustifiable. On the other hand if he frankly acknowledge the error and shoulder the blame he seems to be lowering the prestige of his whole department.

AM I overstating the fact when I say that in these and a hundred other ways Rotarians are daily confronted with the conflict between their Rotary ethical principles and the practical conduct of their life's work. Now, what has Rotary got to say to such men? Can there be a just reconciliation between ethics and duty in such cases?

Far be it from me to even imagine that I can find a solution for these difficulties. But I may perhaps indicate one consideration which may help. The head of every concern has a responsibility to every employee, even the humblest. The virtues and the vices of the
(Continued on page 57)

An International Holiday

By Sven V. Knudsen

THE Rotary clubs of Denmark this last summer entertained one hundred American high-school boys. For an entire month the boys and their eight adult leaders were the honorary guests of two hundred Danish households selected by the Rotary Clubs of Copenhagen and Aarhus in conjunction with the American Club of Denmark. These clubs gave this splendid service without any cost whatever to the boys. In fact the only expense to the boys, in the entire trip, was their passage back and forth and a few incidentals, the total for the two months amounting to \$225.00.

The trip is the first of its kind. It is one of the results of the work of a rather new organization "My Friend Abroad," and the World Directory of Boys of All Nations. Two years ago this plan was inaugurated in the columns of the magazine "The Open Road," published in Boston. This plan embraced a worldwide correspondence between

American boys of high-school and college age and boys of practically all nations around the world. It received at the very start the moral support of Rotary International. The extensive interchange of more than twenty-five thousand personal



Above—Two of the men who made arrangements, I. C. Hempel (left), chairman of the Copenhagen Rotary Club reception committee, and John Ulrik (right), secretary of the American Club in Denmark



At Left—In the royal box at this exhibition baseball game sat (left to right) P. Hammerlich, chairman of the reception committee; H. M. King Christian X; A. Sebbelov, president of Aarhus Rotary Club; Godfred Hansen, well-known Danish Arctic explorer; and Einar Sogaard-Larsen, secretary of Aarhus Rotary



A group of Danish high-school boys in one of several exhibition drills, covering the whole category of Danish gymnastics, given for the one hundred American boys visiting in Copenhagen and Aarhus

letters written mostly in English, prompted the Rotary clubs of Denmark to accept the suggestion to follow up the personal correspondence of the boys by letting them meet personally the boys of Denmark.

On September 13th the one hundred boys returned from their stay in Denmark. As spokesman of the boys, Delano Boynton, age 18, of Tower Hill School, Wilmington, Delaware, in a radio message, expressed his impressions of the visit in this way:

"In behalf of the American boys who have been living in Denmark, I want to thank the Danish people for giving us such a splendid vacation, by opening their homes to us and

letting us see and experience Danish life as it really is."

During the festivities in Copenhagen, the American boys organized and published a tabloid newspaper, which while a good example of not exactly the best phase of American journalism, nevertheless indicated to their hosts a recent trend in newspaperdom. At the farewell banquet at Copenhagen, the Rotary club and all its friends took opportunity to say "Farewell." On this occasion a beautiful silver cup, which had been donated by the father of one of the American boys, was presented to the Rotary club of Denmark as a token of hearty appreciation and grateful memory of what had been accomplished. Thousands of people, members of the host families and their friends, met to see their "American sons" off when they left Copenhagen to return to America.



A typical Danish host and hostess surrounded by their daughters and the American boys who visited them. The picture was taken on a big farm near Aarhus where the local Rotarians made arrangements for the activities and selected the homes

The most interesting fact about the whole stay in Denmark was that the boys got so close to the individual homes that their hosts were more than willing to do everything possible for them.

NO wonder that those one hundred American boys succeeded in great measure in doing exactly the very thing that was in the mind of the originator and organizer of the trip, namely, to prove to the people of Denmark that educated American boys are delightful and pleasant boys. These lads came from twenty different states and from forty-six different schools. They came from the Pacific coast, and the Atlantic coast, from rural sections and from centers of industry. But they were all real American boys, sons of descendants from the Mayflower, sons of more recent immigrants, sons of Christians and sons of Jews, all representative of that conglomeration of people to whom is entrusted the promotion of the true spirit of America and who will have in their keeping in the years to come the ideals of their country. They were selected by headmasters of the schools and by the

The wharf at Aarhus when the one hundred American boys arrived for a week's visit. Later they spent three weeks in Copenhagen. In both towns thousands of people turned out for the receptions and the boys made many personal friends besides demonstrating one way toward promoting better understanding

present writer, and most of them paid their own passage. However, as an example of American cooperation and understanding of international relationship, six Rotary clubs in America paid the expenses of six boys who otherwise could not have accepted the invitations from Denmark.

The moving-picture which was taken of all of the various activities during the stay in Denmark is the most vivid proof of the fact that it is easy for the people of different nations to get together if only the right means are used. When the American boys and the Danish boys are seen together in the homes, on the athletic fields, and on their excursions, it is at times difficult to distinguish Americans from Danes. And

yet, the two nations have their own distinct features, as they should have. The important point it seems to me, is only to make the individual national characteristics dovetail as they did on the International Picnic of American Boys in Denmark's Homes.

Someone has said that of all mediums, travel is the best to give one a broadened knowledge. Certain it is that with the increasing means of transportation more and more international bridges will span our oceans in the future. After all, it is not what we read in books nor what we get from hearsay that gives us so much an appreciation for the peoples of other lands as does personal contact. You cannot make friends by reading historical treatises, but you can make friends by the personal contact that comes from the clasp of hands. So it has been proven in the visits of these American boys in Danish homes. These boys will invariably spread the message of Danish friendliness and Danish good-will and hospitality through their own personal circles back home, and their influence cannot help but have an appreciable effect upon those parts of American life—school, home, and profession—which are touched now and will be touched in time to come by these boys.

Perhaps, after all, whatever progress is to be made in international understanding will be made through just such influences. And it is through Rotary, perhaps as much as any organization of the present day, that such contacts are being made possible. Rotary believes not only in minimizing racial differences but casting her bread upon the waters of those common customs and ideals, characteristic of the best in every land.



What Constitutes Vocational Service?

By M. Eugene Newsom

Chairman of Vocational Service Committee of
Rotary International

"IT is a question that should be decided by the merchants themselves, without outside influence, and it should be decided on its merits and demerits, as they affect merchants, and not as they affect any other class of business men." This is a quotation from an editorial appearing a short while ago in the official organ of a state merchants' association. There was an issue to be settled in which two organizations of business men were interested. The interests of one apparently conflicted with the interests of the other. Purely selfish gain seemed to demand one thing, while "thoughtfulness of others" demanded the opposite. Similar situations are arising every day in the business and professional life of individuals and in the organizations which those individuals represent.

In Resolution Number 34, which should be familiar to all Rotarians, is found this interesting statement: "Fundamentally, Rotary is a philosophy of life that undertakes to reconcile the ever-present conflict between the *desire* to profit for one's self and the *duty* and consequent impulse to serve others. This philosophy is the philosophy of service." This "philosophy of life" seems to admit that the natural, human *desire* is to profit for self, but that *duty* demands that we develop within ourselves the *impulse to serve others*.

Rotary International, in the adoption of the First Object, sets forth the primary motive for which Rotary, as an institution in the social order, exists: "To encourage and foster the Ideal of Service as the basis of all worthy enterprise." There have been many articles written, many speeches made, interpreting "the ideal of service." The Aims and Objects committee of Rotary International will this year attempt to give further explanations and illustrations. It will suffice for the present to suggest that you use your own interpretation or accept as a substitute "Thoughtfulness of Others." The Golden Rule has been accepted by many as an excellent statement of the ideal of service.

It should be the aim of every Rotary club to develop its members directly, and all men indirectly, in their capacity for service. Rotary International has deliberately and wisely selected man's daily job, or his vocation, as the basis of membership in a Rotary club. Rotary's vocational-service program seeks to develop the club members and others in the ideal of service through their daily jobs. Every man in Rotary has some vocation; otherwise he could not belong to a Rotary club. Every vocation has some impelling motive or basis upon which it seeks to build. It is this motive or basis of enterprise with which Rotary is concerned in its vocational-service

program. If the basis of enterprise, of your profession or business, is solely that of personal gain or private profit then you do not and cannot subscribe to Rotary's ideal. Again I say "thoughtfulness of others" is the basis which Rotary is trying to encourage and foster.

SOMETIMES we hear a Rotarian say that the vocational-service program of Rotary International is vague and indefinite. Such a statement is most often thoughtlessly made. There is nothing more simple in all of Rotary. The entire program has just one purpose, namely, to inspire and encourage the individual to properly interpret and apply in his daily vocational contacts the ideal of service. But for purposes of enlargement, suppose we state it in this way. First: you as a member of a Rotary club hold a classification. Second: that classification has some basis which justifies its existence. Rotary encourages and fosters the "Ideal of Service" as the basis of all worthy enterprise. Third: Rotary seeks to encourage and foster the *application* of that ideal of service in the daily activities incident to the conduct of that vocation. Fourth: Rotary International has found that almost universally there are four channels through which expression can be given to that ideal of service in every vocation: (a) Employment Relations, (b) Buying and Selling Relations, (c) Competitor Relations, and (d) International Trade Relations. Each individual in Rotary should find the best and most effective way of applying the ideal through these and any other relations which are incident to his classification.

And again, sometimes we hear a Rotarian say that Rotary International should not be concerned with programs, that after all Rotary is primarily interested in the development of friendships. Such a statement might come from the extremely ignorant or the extremely wise. If from the ignorant, the Rotary club is usually regarded as a luncheon club by the maker of the statement. If from the wise, I would say that he has "thought through" the entire field of Rotary and has concluded that real, genuine friendship and the laws governing friendships provide the truest basis for all forms of enterprise. If Rotary can materially contribute to the development of friendship between individuals, businesses, professions, and nations, and if the individual is willing to make friendship the basis of his job or vocation, then we have an ideal of service being applied in ways that should make all of us happy. If friendship can be expressed in all of our daily vocational contacts there will be no difficulty in reconciling Rotary's vocational-service program with the ideas of those who advocate "friendship only."

Unusual Stories of Unusual Men

Samuel A. Hamilton—he started 104 boys and girls up the ladder of success

By Robert H. Denehey

SAMUEL A. HAMILTON, secretary of the Rotary Club at Huntingdon, Pennsylvania, and freight agent there for the Pennsylvania Railroad, has personally assisted one-hundred boys and four girls to master telegraphy since 1879. None who applied was turned away. The story of Sam Hamilton and the young people he has helped to climb up the ladder to success is a remarkable story of a man who has worked practically all of his life to make other people happy.

One afternoon in July, 1879, a 15-year-old boy tapped the key of a telegraph instrument in the railroad station at Adamsburg, Pennsylvania. The agent watched the youth closely. Then he said: "Sam, you know enough now about station work to get a job. I've taught you telegraphy and you must strike out for yourself."

"I'm very grateful to you for your kindness and instruction," the boy replied. "I'll send you money from time to time until my tuition fee of forty dollars is paid." In those days it was customary to pay this sum to an instructor for a complete course in telegraphy.

"Sam, you don't owe me a cent," said the agent. "You owe it to the first poor boy you meet who needs assistance in learning telegraphy. Pay it to him."

The agent's farewell words of advice to the young telegrapher have been held sacred in the memory of Sam Hamilton from that day to the present.

One of Hamilton's boys later became a railroad superintendent, others were appointed agents, several were promoted to the company's general offices in Philadelphia, a few entered banking institutions, while many accepted positions on other railroads. Of the one hundred and four young people, only one went wrong. He was re-instated later in the community through the efforts of Hamilton.

Today, these boys and girls, scattered all over the United States, affectionately refer to Hamilton as their "Uncle Sam." To many he has been general counsel and advisor. In each case, he inspired these sons and daughters of humble parents to strive constantly for higher goals.

"Why did you learn telegraphy at the age of fourteen?" I asked. "What made you hunt up the agent in Adamsburg?"

"Well, my father wanted me to be a lawyer and I had planned to become a naval officer. Neither of us would 'give in' to the other and while we continued to talk for several weeks about my future I walked down to the railroad station one afternoon and had a long visit with the agent."

"I told my troubles to the agent and he sympathized with me. He was a practical man and I guess lawyers and naval officers meant nothing to him. Anyway, he asked me what I really intended to do."

I replied that I wanted to work somewhere on the railroad and he added that I would progress faster if I studied telegraphy. Would he teach me? He said he would. Well, during my spare moments I spent the greater part of my time at the station, where the agent taught me how to send and receive messages. He also taught me how to handle waybills, tariffs, and general station work.

"WHEN I left home to accept my first job at the railroad station in Selinsgrove I had fifteen cents in my pocket and a pass. I paid ten cents to have my trunk hauled to the station and the five remaining cents I kept until pay day. The agent who taught me telegraphy bade me farewell and I told him I would remember always his request to help any poor boy who wanted to learn telegraphy."

"When I arrived at my new destination I was escorted to a boarding-house and the agent in Selinsgrove who was my employer extended to me credit until the first of the month. About six



Samuel A. Hamilton learned telegraphy when a lad of fifteen and in return for his free tuition, sacredly kept an obligation to help deserving young men and women. He is freight agent for the Pennsylvania Railroad at Huntingdon, Pennsylvania, and secretary of the Rotary Club of Huntingdon.

weeks later I was promoted to agent at Painter, a station several miles down the line.

"At this new work I made the acquaintance of a cripple, a boy about my own age who asked me if I would teach him telegraphy. I vividly recalled the parting words of my instructor and I realized there was but one answer I could give this boy on crutches. So I gave him some work to do about the station and during the day and sometimes at night I taught him telegraphy. Another boy heard about the lessons I was giving and he also asked me for assistance. This boy later became superintendent of a railroad at Buffalo, New York."

"When the third boy appeared, the principal of the local high school heard about my work and he sent me other boys to teach. But I exacted a promise from each boy that I would instruct him only on condition that he would never turn down a request from any poor and worthy person desiring to learn telegraphy. I also decided to teach only

(Continued on page 48)



EDITORIAL COMMENT

Rotary in Germany

THE first Rotary club in Germany was organized at Hamburg on the 8th of October. Thus Germany becomes the forty-third country to welcome Rotary. The favorable publicity during the Ostend Convention and the influx of Rotarian tourists into Germany following that event, of course, gave tremendous impetus to organization activity. But a great part of the credit goes to prominent German business and professional men who were not only interested in seeing Rotary extended throughout their country, but who actively helped to lay the groundwork of the new club at Hamburg.

There are fifty cities in Germany—each of more than a hundred thousand population—and several hundred cities with a population between twenty thousand and a hundred thousand. All are splendid possibilities for Rotary clubs. The spirit of *camaraderie* of the German is distinctly the spirit of Rotary and will provide a subsoil where Rotary should grow rapidly. However, extension will proceed cautiously with the careful attention to detail that has attended with so much success the organization of the first club at Hamburg.

Rotary found a welcome awaiting her in Germany just as she has found a welcome in every other country where Rotary has come to stand for cooperative effort and good-will and understanding. The country that gave to the world the art of Dürer and Holbein, the poetry of Goethe, the philosophy of Kant—the country whose Teutonic legendry and folk customs are so well epitomized in the Nibelungenlied—in turn accepts from the Western World this new idea in cooperation and this new kind of international harmonizing influence.

War has been a sinister disturber in Europe for a thousand years. A new *entente cordiale* may be possible, not between two nations alone, but among men living in countries with age-old natural barriers as well as artificial high fences, all obstacles to friendly intercourse. Rotary, perhaps, may prove to be the heaven that will help to bring harmony out of discord.

The International Fixed Calendar

WHEN our reasoning is attacked we are much more likely to yield to logic than when our sentiment is assailed. If the sentiment is at all connected with tradition or other observance we are still more stubborn. Only a very obvious gain to be had will make us change our ways in such a case.

In one instance at least the obvious gain seems to exist. We refer to the proposals for calendar reform and particularly to the International Fixed Calendar proposed by Moses B. Cotsworth and lately brought to public attention largely through the efforts of George Eastman.

Briefly this adoption would provide us with a calendar

with thirteen equal months—the extra month to be inserted between June and July. Each month would have 28 days and would begin on Sunday. The 365th day would be known as Year Day and would be inserted between December 28th and January first; in leap years the 366th day would be inserted between the last day of June and the first day of the new month.

A list of the advantages to be gained by such a departure from our present illogical calendar, as listed by Mr. Eastman, includes:

1. All months would be equal, having the same recurring days.
2. The day of the week would always indicate the monthly date—and conversely. Day and date could be recorded on clock and watch dials.
3. The complete four weeks would exactly quarter all months thus harmonizing wages with monthly rent, expenditures, etc.
4. Pay day would come on the same date every month.
5. Each week-day would recur on its four fixed monthly dates thus making production, payments, etc., more regular.
6. All periods for earning or spending would be either equal or practically exact multiples of each other.
7. Holidays would always occur on the same week-day—many could be celebrated on Mondays thus giving workers a clear week-end.
8. Month-ends and week-ends would coincide.
9. Months would be comparable without adjustments for unequal number of days—thus eliminating much clerical work, facilitating accounting and statistical reports.
10. The computation of interest would be much simplified.
11. Easter could be fixed—with benefit to churches, schools, and certain industries.
12. There would be more rapid money turn-over with resultant saving to the nation as a whole.
13. There would be a saving of money in printing calendars, and of time in referring to calendars.

Despite some disadvantages due to the fact that thirteen is not divisible by 2, 3, 4, or 6, and in requiring one more monthly report, this International Fixed Calendar was accounted the best submitted to a committee of the League of Nations. One of the best arguments in its favor is that some business firms already use similar calendars for their own calculations. The reform could be put into effect by 1930—provided enough interest is evinced. Appropriate legislation could deal with much of the disadvantage due to change, and after some inevitable slight confusion at the beginning there seems no reason why such a calendar should not benefit the world.



Rotary—From a Raw Recruit

TODAY I became a Rotarian. I can't get it off my mind for some reason. I feel somebody ought to do something about it. The feeling is difficult to describe. It is something like the many big events in a man's life. He is born. He gets a job. He gets fired. He gets another, makes good and wins a wife. A baby comes to his home.

All of these are events in a man's life—big events, important events. I feel that this Rotary thing is one of the biggest things that ever came into my life.

These comments are offered without reservation, without apology. The writer is fully aware of the extremely bad manner shown in thus speaking out so boldly and upon so short an acquaintance. Doubtless, some of the good members of the club very properly will sit down upon him when he next shows himself. He will accept in all humility—but without penitence.

I insist that something ought to be done about it, for I became a Rotarian today, and the feeling still is upon me strongly, and I must deliver myself of it to become reconciled with an outraged conscience and quiet an inward rebellion.

The feeling comes about in this way. I've been trying to find out something about Rotary. That possibly discovers me as very poor Rotary material. For men are supposed to let Rotary first find out something about them.

This subtle spell of Rotary, however, I must confess, has been upon me for a long time—a very long time. Many times I've thought I understood what it was all about, only in the end to come up gasping, questioning anew, wondering all over again.

Today it was explained to me that Rotary is not explainable. That was disconcerting, disappointing.

"It is not a tangible thing," I was solemnly assured—very solemnly.

Perhaps the speaker was right. Who am I, a raw recruit, possibly the rawest of the raw, to dispute him?

In another instant I was sure I knew all about it. It was good fellowship, companionship, the opening of hearts between men and men, the taking down

"TALKING it over" across the conference table has solved many individual and group problems, corrected many thoughtless practices. This department of your magazine is intended to do the same things. It will succeed to the extent that both club officials and individual members enter into frank discussion. Contributions to these columns will be welcomed.—The Editors.

of the barriers of human pretenses and the facing of human factors with frankness.

It was a ritual of handshaking, I felt sure for a moment. It was the making of free license with first names and abbreviated names. For instance, there was that extraordinary occurrence of the president of the bank where I deposit my limited income and occasionally make small loans—there was the incident of this distinguished gentleman coming to my table and calling me by the abbreviated name that men use who love me. And he insisted that his name wasn't Mr. Lampton at all; it was Thad. I couldn't quite make up my mind to accept that liberty, but it was thrilling.

What a wonderful thing, I thought, is this spirit of Rotary!

Then I stopped. I decided that maybe I wasn't sure about it after all. The fellowship features were fine, of course, but it didn't stop there, and the ritual of hand-shaking and first-naming was truly inspiring, but yet the spirit of the thing—that was it, the spirit! The spirit! But the spirit of what?

Again I could hear the voice of the speaker—

"Rotary is not a tangible thing—not explainable!"

The mystery grew deep about the subject again. Then the plates were back, and there was talking. It was generally concerned about helping somebody do something, and there was more talking, something about boys, helping boys.

Then, came the thought, this Rotary

thing is truly a spirit—a spirit of charity!

For a time there was that satisfaction we futile humans sometimes feel when we believe we have settled a matter, have solved a question. For a time there was the sort of cocky feeling that a young raw recruit will indulge himself in at the thought that he has grasped something that long has been unknown even to the good brother who has been following the Rotary plan these many years.

Rotary was charity, and the greatest of these, you know—

Then the gong sounded, people were getting to their feet and reaching for hats or for the hands of old friends, and for a time there was laughter and slapping of each other on the back and of old members telling the new member how glad they were to welcome him in, and—well, there was much of the usual stuff that goes when men who know and love each other are together.

Some how it all caused a tightening of the throat. Here was something bigger than anything else. It was the putting aside of the many small worries and ugly thoughts of the day, the crushing out of the petty jealousies and quarrels of the day and the outgrowing of real manhood.

There was, it was impressed, in very truth, something vastly more to Rotary than appeared on the surface.

THE raw recruit left the luncheon-room much happier than he had been in a long time, with a feeling of inner cleanliness that he hadn't felt in a long time, with a sense of courage he hadn't known for a long time. Yet he was just as puzzled about Rotary as ever. He was pretty much like the blind man of Hindustan who went to see the elephant. Rotary, after all, could not be approached from just one angle. It was—well, after all what is this Rotary? It's a cycle, a thing unending, never beginning—a thing that always was and always will be.

And yet, what is Rotary? It is a spirit. What spirit? Can't somebody help a raw recruit?

Of course, one can easily see, the force of Rotary is in the spirit of the thing. That is the vital, alive part of it. Perhaps it suggests—if a raw recruit may presume to have any worthwhile ideas on the subject that toward

which man has been groping ever since the first man, that which he is groping for now, and that which he, no doubt, will be groping for in time to come—self-development.

"But truly it is not because of the selfish desires of men that Rotary has become a great thing?" the recruit told himself.

No. That is not self-development. That is obvious even to a raw recruit. Jesus, the great Teacher, said that a man must give his life to gain life. That being true, a man must give of his life to others to make his life fuller and more complete.

This raw recruit, long under the spell of Rotary, has been seeking to account for this spell for several years. As a newspaper reporter he has seen many Rotary gatherings. He has seen men cheerfully sacrifice great ambitions "for the good of Rotary." He has seen the faces of men glow with genuine pleasure and happiness when assigned to a service for Rotary, sometime to a difficult, arduous service. He has seen men turn down appointments with good customers, cancel golf engagements with life-long friends, impatiently tell secretaries they must not, under any cir-cum-stances be disturbed—and then cheerfully pick up the telephone receiver and tell the man at the other end of the line that he would be right down to see what he could do for some urgent cause.

And some how, as this raw recruit sat at that first luncheon as a member of Rotary, brazenly daring to believe he understood the spirit that holds this group, there swept over him vivid recollections of a contact with all that was ugly and selfish and sordid in life. There came over him recollections of so many instances of men at their worst, filled with small conceits, petty vanities, ugly jealousies, selfish dollar-grabbing.

Even a raw recruit, under the magic spell of Rotary, could not help but understand that here is a side of life that is full and sufficient, making for contentment and happiness. And from down in his heart there came a short but bold little prayer of appreciation for Rotary and a thing like the Rotary spirit—big and brave and clean and unselfish, generous!

What is Rotary? I don't know. I just wish to make a confession and say that today I was rash and foolish enough to believe I had identified the spirit of this overwhelming, all-engulfing force that is attempting to make mankind a little better for its existence. I make full apology. After all, you couldn't expect much of a raw recruit.

However, I am reminded of an incident. Maybe it hasn't anything to do with Rotary. I frankly don't know. It

was in Chicago. Snow was piled high over the streets. It was bitterly cold. A little girl was trying to cross the street where a sea of traffic surged. A blue-armed policeman threw up a hand and stayed the sea. The little girl staggered out under the light. Her clothes were shabby and torn, and her face was strained and worn, and on her back was a large boy. He was a cripple. His legs dangled helplessly at her side.

"Isn't your passenger pretty heavy?" asked a kindly old gentleman at the farthest curb as he helped her to the sidewalk.

She flashed at him a smile filled with the glory of pure love and in an instant her face was transformed from plain features torn with care to a thing of beauty and splendor, as she bravely made answer:

"No sir; he ain't heavy. He's my brother!"

I don't pretend to know just what she meant. I'm just a raw recruit, a frash young upstart who is supposed to call distinguished gentlemen many years his senior by their first names. I've decided, in fact, since this noon, that I don't know much of anything. Perhaps if I ever do understand what she meant, I'll know something about Rotary and—who knows—some day may be worthy the name of Rotarian. Perhaps by that time I'll fully understand that line about "He profits most who serves best."

I'm fully convinced, though, that I haven't the slightest conception of that great, wonderful, overwhelming spirit that holds Rotary and its purpose.

Perhaps it is too big for a raw recruit to understand. Perhaps it is too big for him ever to understand.

There are so many things too big for many of us futile mortals fully to grasp.

CRADDOCK GOINS.

Jackson, Mississippi.

Representation at the District Conferences

AT the annual conference this year in one of the districts of Rotary International five clubs—a significant and startling percentage of the total number in the district—failed to be represented.

While three of the derelict clubs are comparatively new and small, having been organized during the latter part of the administrative year 1925-26, one of the others was chartered in 1924, and the fifth one, with a present membership of about fifty, has been established easily five or six years and, especially in boys work and the crippled children movement, has been performing very creditable service.

Is it not both disappointing and surprising that Rotary clubs, particularly

any that have been functioning for a considerable period, should evince a spirit of indifference or neglect toward their district conference?

In times of national peace and tranquility and in the absence of a serious and widespread epidemic or calamity it is extremely difficult to conceive or reconcile circumstances that would preclude the possibility of a single one of a group of twenty to fifty Rotarians devoting only two brief days to the duty and distinction of representing his club at an annual district conference within the confines of his own or an adjoining state, particularly when the expenses of accredited delegates to such assemblages are defrayed by the club.

Indeed, every board of directors who have the true vision of Rotary and the proper ambition and desire to keep themselves and their club in touch with the development and progress of the movement will not alone see that the number of delegates to which the club is entitled are sent to the district conference and at the club's expense, but likewise endeavor themselves to attend it. It would be false and foolish economy and absolutely out of harmony with both the spirit and whole broad scheme of Rotary for any club to attempt to save a few dollars for its treasury by withholding the necessary traveling expenses of such delegate or delegates, thus possibly sacrificing official representation at the conference.

Therefore, in view of the vital importance educationally and spiritually to every Rotarian individually of attending these gatherings; of his obligation in this connection to his own club; of the mark of appreciation and respect due to the district governor, who during his administration and at a financial sacrifice has probably devoted practically all of his time, thought, and energy to the interests of the clubs, collectively and individually; and of the convenience and ease and limited expense with which the conference city can be reached, it immediately challenges one's most elastic and charitable imagination to divine an excuse for the failure of any Rotary club to be represented at a district conference of which it is supposed to be a component part.

While no legislation should be necessary to compel representation of clubs at either International conventions or district conferences, and notably the latter, it would seem to me that it would be just as consistent and desirable for Rotary International to adopt a law or rule requiring every club to be officially represented at each annual conference in its own district as it is to penalize a club by the forfeiture of its charter for its failure for

(Continued on page 43)

ROTARY CLUB ACTIVITIES

"I'll put a girdle round about the earth in forty minutes."—*Midsummer Night's Dream.*

Little Journeys to Office or Factory

ST. LOUIS, MISSOURI.—To foster better cooperation between businesses the Rotarians of St. Louis make a trip to the business place of one member each week. Every Wednesday afternoon the Rotarians gather at some plant or office designated at the preceding luncheon meeting, and observe how this particular business is carried on. These "little journeys" were arranged by Percy Redmund, club president, and have been enjoyed for more than two months.

Bazaar Nets Nearly \$1,000 For Boys Work

KINGSTON, ONTARIO.—During September the local Rotary club held a bazaar which was enthusiastically supported. As a result there is now almost \$1,000 more in the club's boys work

fund. The fund had been decreasing during the summer as the club sent twelve boys away to a camp, keeping them there for two weeks and paying all expenses of this vacation. The Kingston Rotarians have also been active in extension work and hope to see results before long.

Twelve Countries Represented At Sixth Object Meeting

CAIRO, ILLINOIS.—Through its Fellowship Committee, Cairo Rotary gave a demonstration of the Sixth Object by entertaining resident foreign-born citizens representing twelve countries. As each was introduced brief reference was made to his native land. Following these presentations Rotarian A. R. Boone of Carbondale spoke on International Good Will and displayed the famous Rotary Wheel with its parts furnished by Rotary clubs of thirty-five countries.

Nearly 1,000 at Community Meet

CARTHAGE, MISSOURI.—From 800 to 1,000 people accepted the invitations sent out by the rural acquaintance committee of Carthage Rotary and the resultant gathering did much for promoting a helpful community spirit. The program included a 30-minute talk on farm problems by Rotarian Allen McReynolds who pointed out the difficulties of controlling either farm production or marketing of farm products and the relatively high productivity of industrial workers due to the use of machinery—a method which has not been generally applied to farming save in the far west where wheat is produced on a large scale.

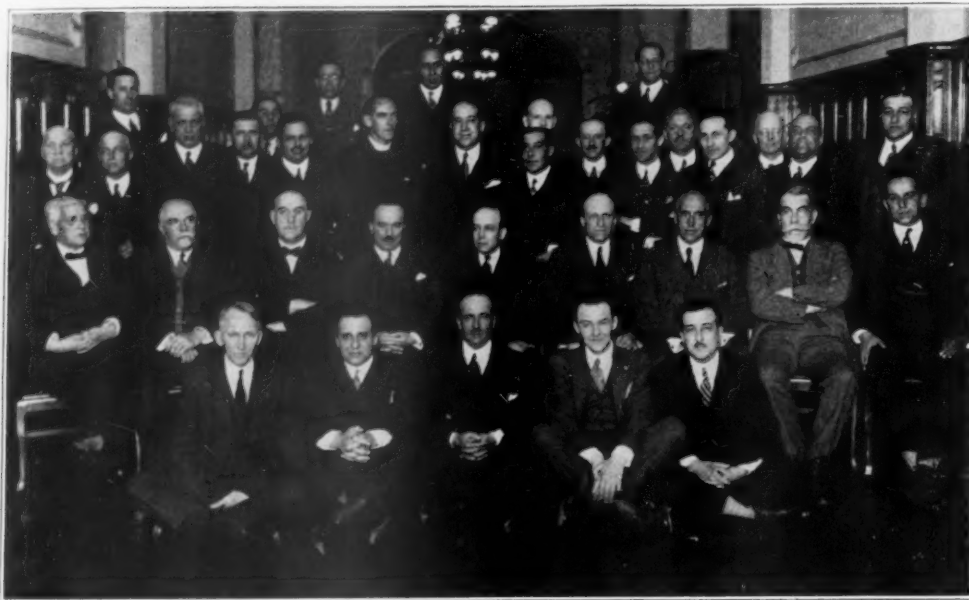
There Was Enough to Eat

MIDWEST, WYOMING.—Boys of every size, shape, and shade—some five hundred of them, formed a long line before



Photo: J. Meiner & Son, Zurich.

This Council Meeting held at Zurich, Switzerland, September 16-17, was attended by European District Governors and other prominent Rotarians of several countries. The Council, designed to function much the same as the one held earlier at Chicago, proved quite successful. In the front row are (left to right) the following officials of Rotary International: Frank W. Mulholland, Toledo, Ohio, Past President and Chairman, Aims and Objects Committee; Thomas Stephenson, Edinburgh, Scotland, President, R. I. B. I.; Chesley R. Perry, Chicago, Illinois, Secretary; Albert Bouchery, Ostend, Belgium, Director; Marcel Franck, Paris, France, Director; Arthur H. Sapp, Huntington, Indiana, President; Edouard Willems, Brussels, Belgium, Governor, Sixty-first District; I. B. Sutton, Tampico, Mexico, Third Vice-President; Charles E. White, Belfast, Ireland, Director; Sydney W. Pascall, London, England, Vice-Chairman, Aims and Objects Committee; Alexander Wilkie, Edinburgh, Scotland, Vice-Chairman, Rotary Foundation Committee; and Wm. Thompson Elliott, Member, Constitution and By-Laws Committee. At the right end of the second row is James Carmichael, Leicester, England, Member of Convention Committee for the Convention at Minneapolis next year.



A photograph of the Rotary Club of Valparaíso, which had as its guest recently Sr. Carlos Davila, (seated, first row, center), who has been appointed Ambassador to the United States (see page 16). The executives' meeting of the Rotary Clubs of Chile was held in Valparaíso on October 1-2. Believing that better results can be obtained if Boy's Week is celebrated in the spring, District Governor Eduardo Moore has asked all Chilean Clubs to observe that week some time during the month of April.

tables piled high with food. The line moved—passed—repassed. Busy Rotarians behind the tables thought it would be nice to wipe off the perspiration—could not find time. The piles of food dwindled, disappeared. Thousands of "hot dogs," hundreds of buns, forty gallons of milk, twenty-five gallons of fruit punch, fifty pounds of chocolate wafers went into calloused young palms—were immediately transferred to voracious mouths. The Rotary Club of Midwest was giving a picnic for boys of the oilfields. After the lunch at the baseball park the boys were loaded into busses, trucks, and Rotarians' automobiles; the cavalcade started for home. The boys said it had been a fine picnic. A few mothers, searching their cupboards for castor oil, were only half convinced.

Memorial Service For Island Governor

MANILA, PHILIPPINE ISLANDS.—A regular meeting of the local Rotarians was devoted to an impressive necrological service in memory of the late General Leonard Wood, Governor of the Philippines, who was an honorary member of the club. Suitable addresses were given by President E. A. Perkins; C. W. Franks, secretary to the Governor; Miguel Cuaderno, assistant manager of the Philippine National Bank; and C. A. Johns, associate justice of the Supreme Court. A. P. Drakeford sang appropriate hymns. Of special interest was the comment of Rotarian Cuaderno "He died working for the people to whom he had pledged his service. Such a man could not have done less."

Resolutions of sympathy were sent to Mrs. Wood.

Organize Calf Club With 25 Members

CONWAY, ARKANSAS.—The county agricultural agent and other members of the boys work committee of Conway Rotary recommended that the club should promote a livestock club for rural boys and girls. Consequently, some time later juniors came to the farm of the State Teachers College to take charge of twenty-five registered Jersey calves. The calves were bought at an average price of \$100 and each boy or girl gave some Rotarian a promise to repay the price of a calf. Calf club members will compete for prizes offered by the Rotarians and undoubtedly the experience of caring for stock and undertaking financial responsibilities will be good for the young people.



These boys and girls are members of a livestock club that is being sponsored by the Rotary Club of Conway, Arkansas, in cooperation with the work of the county agricultural agent. The financial responsibilities undertaken by each club member are described elsewhere on this page.

Witness Review Of National Guard

COLUMBIA, PENNSYLVANIA.—Two thousand cavalry men went past the reviewing stand at a walk, returned at a trot, wheeled, came thundering back at a gallop. Through the dust one might observe the colors of the Fifty-second Cavalry Brigade, National Guard. In the stand were Governor Fisher with several military and civil officers of Pennsylvania; General E. C. Shannon and officers of the U. S. Army; Rotarians of Columbia and Lebanon. The Columbia club makes an annual visit to Mount Gretna when their fellow-member General Shannon is on duty with the National Guard. This year Rotarians of

Lebanon were invited to come along. Since many of the Guard officers were also Rotarians, as is Governor Fisher himself, the meeting of Columbia Rotary after the review was well attended and the uniforms lent added color.

Present Chain of Office To District Governor

WELLINGTON, NEW ZEALAND.—Musical honors greeted Rotarians representing all the other Rotary clubs of New Zealand when they visited the Wellington club. The visitors had been attending a district conference under the direction of District Governor Charles Rhodes. Rotarian David Smith, president of the Wellington club, invested Governor Charles with a gold chain of office—the gift of all New Zealand

clubs, the presentation being arranged by Auckland members. The first four links of this chain bear the names of the first Commissioner—the Hon. George Fowlds, and of subsequent Governors—Will Herbert, Peter Barr, and Charles Rhodes. New links will be added in the future, each club that furnishes a district governor having a chance to contribute one. The district governor was given an ovation and his address was followed by one from the Hon. George Fowlds. Among the club executives present was John Murray, president of the club at Palmerton North where next year's conference will be held.

Provide Open-Air Ward For Crippled Children

BRANTFORD, ONTARIO.—Two little patients at Brantford Hospital unveiled a bronze tablet draped with the American and the Canadian flags. Many visitors then read the following inscription: "Rotary Club Ward for crippled children. In honor of Edgar F. 'Daddy' Allen, Elyria, Ohio, 1927."

In the ten years that the local Rotarians have been quietly supporting work for crippled children some 75 patients have been treated by the most expert medical and surgical men in Ontario. It was necessary to send these patients to Toronto as no facilities were then available at Brantford Hospital. Now that the Rotary Club has provided an open-air ward with seven cots, the children can be cared for at home.

"Daddy" Allen in the course of his address reminded his audience that about 50 per cent of the 500,000 crippled children in North America might have been cured had they been cared for soon enough, and another 25 per cent might have been made self-supporting if proper agencies were available. His twenty years of work on behalf of these children had taught him that there were two forms of service: the indirect, using money or influence; and the direct, by personal contact. Both were useful—the latter was best.

Win First Game Of Quoit Tournament

DOWNINGTOWN, PENNSYLVANIA.—To the long list of trophies for which Rotary sportsmen are contending is now added a silver cup offered by Edward Garman of Coatesville, Pennsylvania, to that Rotary team winning three games in the inter-city quoit tournament. The first game, tossed off during the picnic given by Downingtown Rotarians for fellow-members from all over their county, was won by Downingtown. The quoit pitching and swimming followed a baseball game in which the West Chester team defeated Phoenixville, 16 to 4. Nine clubs were represented at the gathering and a very complete program brought pleasure to all.

Tri-State Round-Up May Be Annual Event

DUBUQUE, IOWA.—Members of the local Rotary club are so pleased with the success of their Tri-State Round Up that it seems probable that this event will be held annually. Registrations numbered 464 and about two-thirds of the visiting Rotarians brought their ladies with them. Rotarians came from Rockford, Freeport, Rock Island, Moline, and Savanna, Illinois; Madison and Two Rivers, Wisconsin; and Clinton, Davenport, Cedar Rapids, Waterloo, Oelwein, Independence, Manchester, Anamosa, and Monticello, Iowa.

Among those who attended the gathering were Arthur H. Sapp, president of Rotary International; and Pearl K. McKee, district governor. President Sapp delivered an inspiring address.

During the day the visitors joined in a golf tournament at the Country Club or played bridge and went sight-seeing. In the evening there was an open-air dinner and a program at Eagle Point park overlooking the Mississippi river and adjoining territory in the three States represented by the Rotarians present. Musical numbers and "The Dance of the Fairies" were other memorable items on the program.

*If the mysteries
of the East
fascinate you—*

*If the age and
traditions of the
Old World
charm you—*

*Surely you want to
see the wonders of*

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The Law of Nations

(Continued from page 9)

of those who from time to time raised their voice against the violations of international law. Yet, strange to say, the belligerents never ceased to appeal to it against each other. It was not dead.

When the war came to an end and men awoke from the nightmare of the several years that it had lasted, from its outbreak to the signing of treaties of peace, they saw nothing but ruin throughout Europe, physical and moral. Governments had set the example of defying the law, which they had been building up before the war. They seemed as bewildered at its conclusion as the public. Under the driving power of the idealistic, but, at times, impractical, President Wilson—nevertheless one of the greatest statesmen of his age—the League of Nations was founded. Though the United States is not a member of it, this does not diminish the service rendered to Europe in its creation. To President Wilson is due the fact that the covenant establishing the League is a part of each treaty. For the first time in history, as he pointed out to the present writer, a treaty of peace contains the means of rectifying its errors and failures within its four corners.

The failure of the enactments of the Hague Conventions and of the Declaration of London had shown that it was futile to think that commanders in war will ever sacrifice to humanitarian consideration any measure they think useful for the weakening of the enemy. All energy had now to be concentrated on the winning of war. However, during the war charges were brought by the belligerents against each other for breaches of international law as a living thing—not of the enactments, but of the moral law which is "not law properly so called." The Institute and Association of International Law and the Interparliamentary Union felt encouraged to activity as never before. All the existing agencies displayed zeal for the constitution of peace by agreement. The last meetings of all the three hold the "record" for work and attendance.

OTHER societies have sprung into existence:

The School of International Law of the Academy at the Hague; The Royal Institute of International Affairs in London; The German Institute for Study of International Law at Kiel; The University Institute of Higher Studies at Geneva; The Bureau of International Studies at Geneva; The Institute of Higher International Studies

in Paris. Besides these institutions devoted to the study of international law and foreign relations there are the numerous societies working in Great Britain, France, and Germany for the promotion of public interest in the League of Nations itself. Those latter are centralized at a "Summer School of the League of Nations," which meets annually at Geneva to familiarize the workers with the labor of the different branches of the League. Lastly must be mentioned the "International Diplomatic Academy" recently founded in Paris, a body recruited mainly from ex-diplomatists and specialists of international law and diplomacy, who are untrammelled by official obligations and able to give in perfect freedom the benefit of their experience to the cause of international amity. It is composed of 150 members, who are the governing body, and of an unlimited number of adherents. This new academy is already active and is likely to prove a lively competitor of the Institute and Association of International Law and of the Inter-parliamentary Union. These four groups comprising representatives of Parliament, diplomacy, the law, and the general public contribute each of them from different sources to the promotion of the same cause.

On the American continent there has long been a deep interest among a large section of the public in the reform of international law through peace propaganda. There has also been considerable expenditure by the Government in valuable and exhaustive digests of the concrete cases with which it has had to deal, such as Wharton's and Moore's Digests. There is also the activity of the Carnegie Endowment in its juridical foundations, and lastly the work of the Pan-American Conferences, with which M. Alexander Alvarez, the distinguished Chilean jurist, has made Europeans familiar through his books published in Paris in the French language.

British statecraft, we have already seen, has shown scant respect for unwritten international law, and the same may be said of the British intellectual public generally; so little, indeed, that there are only three professorships of the subject in the whole British empire, all three due to private initiative.

It is noteworthy, however, that the London University has just created a full professorship of international law with an adequate salary which may be an example for other universities of the kingdom which as yet have none.

In the United States, I venture to think, general interest in the subject,

at least until very recently, was not much greater.

On the continent of Europe the interest in the subject, on the contrary, is so great that practically every university provides lectures on international law, and in France and Italy there is a professorship of it in every university. In Paris there are three at the Law Faculty, two at the School of Political Science, two at the School of International Studies, and one at the Free Catholic University. In all, eight courses on international law at the disposal of the student.

ABOVE all these official and non-official agencies for the promotion of law and peace is the Permanent Court of International Justice, now firmly established at The Hague. This Court owes its origin entirely to Americans. At the Hague Conference of 1907 the scheme of such Court was laid before it by the American delegation and ably defended by Dr. James Brown Scott, who, I may mention, presided at the recent meeting of the Institute of International Law, and whose driving power is one of the assets of the present movement for the consolidation of peace.

The Permanent Court of International Justice has shown itself a highly efficient, independent, and conscientious tribunal, which has earned universal respect. Unlike the League itself, it is unfettered by any Government influence; and the grounds of its decisions being given in full, a body of international jurisprudence arising out of concrete cases will gradually sift out the purely theoretical views of the jurists.

At the recent session of the League of Nations a good deal of impatience was shown at the slow progress made by the League towards creating a new order of things out of the chaos left by the war. In an admirable speech M. Politis, a Greek ex-Minister of Foreign Affairs, protested against this impatience, but disconcerted other members by contending that there could be no reign of law in Europe till there was a written code, to which all States subscribed, and a means of enforcing obedience to it. He thus revived the old controversy mentioned at the outset of this article. Other speakers repudiated the idea that international law was dependent on codification. It was also pointed out that arbitration awards had all been carried out without any constraining sanctions. Dr. Lange (who is the Secretary-General of the Inter-Parliamentary Union above mentioned), on behalf of Norway, seemed to voice

practically the whole Assembly when he said:

"I should certainly be the last to underestimate the importance of the work for the progressive codification of international law which has been so successfully inaugurated by the League. . . . But we all know that it will be a work which will never be complete and which we shall never be able to complete. . . . Life is a constant evolution, and we must ceaselessly and without respite adapt legislation to its changing conditions. . . ."

Nothing illustrates Dr. Lange's misgivings better than the present state of three of the subjects, which the League has selected for tentative codification, namely: Territorial waters, nationality, and the responsibility of states for

damage done on their territories to the person or property of foreigners.

That an attempt should be made to obtain agreement among States in reference to them, however, is, in itself, a purpose so useful that whether ultimate codification results or not, the effort is well justified and, if it does, this will not necessarily imply immutability.

Dr. Lange's exhortation as much as that of M. Politis is an appeal to patience. Meanwhile all the agencies outside the League are co-operating in the creation of a spirit of international goodwill and amity, which may prove a more encouraging factor than codification or enactments or sanctions of any kind in the consolidation of peace and the banning of war from civilization.

A Father's Wish

By DOUGLAS MALLOCH

*BE glad! I could not wish you more
Than that. Be glad, be happy for
The sun, the sky, the grass, the trees;
There are so many things like these
Outdoors—and then, within these walls,
Be glad for every night that falls
That brings you comfort, peace and rest.
For all the love you have possessed,
For all the fun that you have had,
Be glad.*

*Be kind. I do not know a thing
So much of happiness to bring
As making others happy. Be
Kind to your mother, kind to me,
Your brother and companions, too;
For children kind the whole day through
Find kindness all along the way.
Be kind at school, be kind at play.
My son, life's greatest joy to find,
Be kind.*

*Be good. I do not know a joy
That ever comes to girl or boy
In other ways. For, after all,
When day is done, when shadows fall,
You do not want to think tonight
Of things you did that were not right.
Yes, when you kneel beside your bed,
And when your quiet pray'r is said,
Thank the dear Lord because you could
Be good.*

*Be glad, be kind, be good. If you
Will gladly smile, and kindly do,
And rightly act, I'm sure of this:
That not a single joy you'll miss
That's worth the while. Three little words
And, really, folks can sing like birds.
Be good—in action and in thought;
Be kind—if folks are kind or not;
And then, for all the fun you've had,
Be glad!*



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After Six Years

(Continued from page 17)

income becomes available the "J. Haskin Smith Memorial Fund" will be used to reach a class of students heretofore not assisted.

Some figures on the distribution of these students by colleges and by courses of study may be of interest. Out of the whole body 71 entered Georgia School of Technology, and 66 went to Emory University. The balance were scattered among about 15 other colleges and a few secondary schools. In courses of study we find much more even distribution though the numbers range from 39 who studied commerce to one who took chemical engineering and one who took ceramic engineering. Although it is customary to stress the value of college training in professional life we should not forget that only about six per cent of Americans engaged in useful occupations are professional men, and that a good mechanic (who should also be trained in the higher technical schools) is just as useful to the community as a good lawyer.

This report of what has been done by one club in six years naturally suggests the question, "How much more could be done?" That is not easy to answer except by generalizations. Statistics for the United States show that of every 100 students who enter the fifth grade in the lower schools, only

thirteen reach the third year of high school, and only two of the 100 enter the fourth year of college. How these figures would compare with similar estimates from the other forty-two countries where Rotary clubs are found, cannot be said. Probably there would be a rather general agreement in the curves if the results were all charted.

But it seems quite certain that, just as the machine operator must be more efficient than his ancestor who did the same kind of work by hand, so in our complicated modern civilization we must conserve all the natural abilities we can find or see our intricate web of organizations fail at some vital point. Whenever we find a young man or young woman with the capability and desire for higher education, but who cannot attain their object without financial assistance or vocational guidance we should supply these things if possible. The aid is perfectly possible if it can be arranged on terms that do not injure those who have already found a footing on the ladder of success.

Where the applicants are carefully considered, where reasonable safeguards are required, there seems no doubt that the student-loan fund is not only a good investment but also a satisfying human experience. If we take the estimate of the cash value of an

education as correct, then these loans have already added something like eleven million dollars to the national resources! But even more interesting is the possibility, not at all remote, that through this additional education one of these 237 students may add something in the way of cultural or scientific or organization achievement which, through its effect on the lives of his fellow-men, may bring satisfaction, inspiration or security that will eventually mean more to mankind than anything that money can buy. Or to take the lowest estimate—this student-loan fund has proved to more than two hundred men that someone was sufficiently interested in youth to try and give future citizens a good start. That in itself is not a bad achievement at a time when we hear so much about young criminals and the conflicting ideals of two generations.

Essentially a student-loan fund—Rotarian or not—is one more proof that no matter which generation we may belong to there is always approval of honest effort and always a way to understanding. The value of such proofs cannot be estimated. We might even call them a sort of student-loan fund from which we all borrow very frequently and very thankfully. Of course we shall be making repayment all our lives—but shall we ever regret it?

Thanksgiving

By MARY DAVIS REED

*WE thank Thee, Lord, that Thou did let us see
Spring clothe in living green each hill and lea;
For all the lovely, fragrant Summer flow'rs;
And for the many care-free, joyous hours;
For Autumn with its harvest's garnered gold;
And all Thy gifts and blessings manifold.*

*We thank Thee for the sacred ties of home,
Which bind us firmly though afar we roam;
The helpless who upon our strength depend;
The cheering hand-clasp of a loyal friend;
For every battle we have bravely fought;
For every kindly deed that we have wrought.*

*We thank Thee, Lord, that Thou did let us know
Of ways to lessen some one's bitter woe;
The privilege to dry an orphan's tears;
To help dispel a cripple's weight of fears;
With humble, grateful hearts we praise Thee, Lord,
For all Thy bounteous gifts of love outpoured.*

Talking It Over

(Continued from page 36)

two consecutive years to send an accredited delegate or alternate to the International convention.

For years I have consistently maintained that while district conferences obviously are not and cannot be as spectacular, or as comprehensive and extensive as International conventions, they do insure for the Rotarians attending them even more intimate contact and still closer fellowship than do the great conventions. Furthermore, in my humble judgment, district meetings are, if possible, even more educational and informative in relation to the administration and activities of the clubs than are the international gatherings.

Each of the two assemblages has its own distinctive functions to perform, and the only one better, happier, more desirable experience than of attending either a district conference or an International convention is that of going to both of them and being present from start to finish at the various sessions, be they business or social.

Hence, my earnest appeal to every Rotarian, and particularly to the comparatively inexperienced members, is to attend every district conference and every International convention that he can possibly get to, straining several points, if necessary, to do so.

Your experiences and observations,—what you hear and see—at those marvelous gatherings, the district conferences and the International conventions, will be a revelation to those of you who have never attended one and afford you an amazing and inexpressible inspiration and a golden chain of delightful memories that can never be wholly dispelled.

SAM SIDDALL.

Warren, Ohio.

Preparedness

—A Challenge to Rotary

HISTORY teaches that great nations of the earth—nations that rose to splendor and fell to decay—came to their end, not so much by forces without, as the undermining forces within—forces within that destroyed the morals and virtues of the citizens and thereby destroyed the nation's first line of defense—a healthy, vigorous and righteous citizenship.

—FREDERICK O. BLUE.



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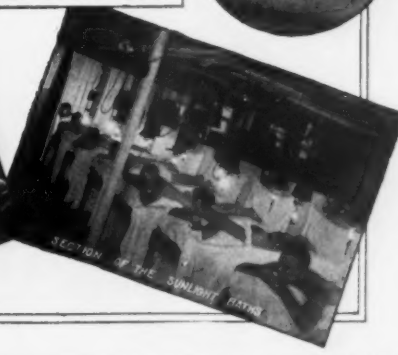
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Railroad Equipment Securities

By John P. Mullen

Assistant Educational Director of the Investment
Bankers Association of America

IN the last three years the American railroads spent approximately \$900,000,000 for new freight cars, more than \$110,000,000 for passenger cars, and over \$350,000,000 for locomotives. Strangely enough, a considerable part of this new rolling-stock, contracted for and seemingly paid for by the carriers, is not the property of the railroads using it. On close observation these new freight and passenger cars and locomotives are discovered to bear a small plate which recites that they are the property, not of a railroad, but of some bank or trust company or private banking-house acting as trustee for the real owners, hundreds of investors throughout the United States who are leasing or renting them to the railroads until such a time as they shall be paid for by annual instalments.

Each year, as the population grows and the volume of commerce expands, the need of increased transportation facilities calls for more and more railroad equipment. Cars and locomotives are the very life-blood of the carriers, and one of the first requirements of national existence. Without cars and locomotives some 260,000 miles of rails would be practically worthless. Without sufficient rolling-stock to meet the demands of commerce—and these demands are ceaseless—there would be industrial chaos and extreme hardship. But additional railway equipment must be paid for, and sometimes it is impossible and often it would be unwise for the railroads to purchase new equipment outright with their own funds or by the flotation of an ordinary security issue. Therefore, when they desire new equipment, the railroads enter into an agreement with some manufacturing concern, a locomotive works or car corporation, to build it. When the equipment is completed, another agreement is entered into with a bank, trust company or investment house to finance the purchase. Thus the investing public is generally asked to provide a portion of

the money necessary to purchase cars and locomotives under a plan by which this rolling-stock is pledged as security for the loan.

Although there are several methods by which the railroads are enabled to purchase equipment on the installment plan while this equipment earns money, there is little difference in the practical working out of them. Under the Condition Sale Plan the rolling-stock is sold to the railroad on part payment, the condition of the sale being that the mortgage on the equipment remains with a trustee, for the holders of the equipment trust notes, until such a time as the last instalment of principal with its interest is paid. If the carrier fails to meet its obligations, it must assemble the equipment and redeliver it to the trustee, who may sell it for the benefit of the noteholders. Under the Philadelphia Plan, the more popular form, the railroad rents the equipment from a trustee and agrees to pay, as a condition of the lease, a fixed rental sufficient to pay the interest on all outstanding trust certificates and to retire annually or semi-annually a certain proportion of them. When these rentals have paid the certificates in full, the trustee transfers ownership in the equipment to the railroad for a nominal sum. Under this latter plan, the trust company, not the railroad, issues the certificates, which are really evidences of a participation in a trust. Under both plans the railroad agrees to insure the equipment against loss, to keep it in repair, and in case of loss to deposit with the trustee a sum equal to its cost until the equipment is replaced.

Under the Conditional Sale Plan the investor receives a mortgage note with interest coupons attached. Under the Philadelphia plan or lease, he receives a trust certificate evincing his part ownership in the equipment. Attached to this certificate are dividend warrants, in place of interest coupons, which,

when presented, entitle the holder to a dividend of a certain per cent at a fixed date. As a general rule, these notes or certificates mature serially, that is, a certain number become due and must be paid each year. Many, however, are protected by a sinking fund. In either case, there is little danger of excessive depreciation of the equipment before the notes or certificates are paid off.

The unique securities arising out of these methods of purchasing equipment on the instalment plan have a particularly enviable record. In periods when the railroads have faced very trying days equipment securities have usually paid their interest and principal promptly. In fact, there is practically no defaults on record, no case where the trustee was forced to sell standard railway equipment in order to pay equipment obligations. Court decisions in railroad reorganizations have always recognized the vital nature of rolling-stock, and receivers of roads in bankruptcy, almost without exception, have obtained permission from the courts to make payment of principal and interest on equipment securities.

THE high character of railroad equipment securities, when properly issued, is based upon the absolute necessity of rolling-stock. Without cars and locomotives railroads could not operate. Upon this indispensable equipment railroad-equipment securities are a first lien. In case of default, the investors can always find a buyer for their property. There are more than one thousand railroads in the United States and numerous express companies which are constantly in need of rolling-stock, and this constant demand maintains the value of the property securing the loan. Furthermore, the initial payment made by the railroad, ranging from ten to forty per cent depending upon the wealth of the road, and the annual reduction of the debt, through the operation of serial payments or a sinking fund, establish a safe margin of equity in the equipment that increases from year to year until all the securities have been paid. Finally, the agreements made by the railroad to keep the rolling-stock in repair, to make replacements, and to insure it against loss, and the fact that this equipment cannot be attached by a third party for the company's debts add greatly to the value of these securities.

A growing appreciation of the splendid features of these time-tried investments has served to broaden their market widely since the war. In the past decade nearly two billion dollars of these securities have been issued. In the past year approximately \$214,000,000 of equipment-trust issues were sold in the United States, compared with \$185,000,000 in 1925. These securities

are very popular with banks, trust companies, insurance companies and other large investors, not only because of the high degree of their security but also because of their quick convertibility into cash.

For the small investor, who should look first to the safety of his principal sum, railroad securities are equally satisfactory investments. They possess a high degree of safety, as we have seen, an adequate return, and excellent salability. Their comparatively short maturity, running usually from two to fifteen years, limits their price fluctuation to a moderate range. Should the investor for some pressing reason be forced to sell his equipment securities before maturity he can generally be certain of a ready market at a price in line with their replacement value. Although the return from this type of security is not as great as might be obtained from many others, the investor is compensated with safety and marketability in an unusual degree. Finally, because of the high character of their security, equipment notes or certificates make an excellent foundation for an investment account, and because of their short maturities they can be used advantageously in diversifying an account over-balanced with bonds of long tenure.

From the viewpoint of the railroads (and whatever benefits the railroads, benefits their bondholders) equipment securities are also very advantageous. If the railroads themselves bought rolling-stock and issued mortgages against it, that rolling-stock might automatically come under an old mortgage or mortgages containing an "after-acquired property" clause, or it might be made subject to other existing liens through the laws of certain states which provide that the various equipment used in the operation of a railroad shall be considered a part of the real property of that road. The result would necessarily be second or other junior mortgages which are vastly more expensive for the borrower than first mortgages. Again, the provisions of either plan are so equitable from the investor's viewpoint that the bonds are readily sold and this permits a saving in interest payment, which may easily amount to one per cent or more. Finally, these bonds may escape taxation in some states for the reason that they may represent a part ownership in the property. Because of this fact, in addition to their low-interest rate, they naturally gravitate into the deposit boxes of large investors who are less likely to throw them back on the market. Equipment securities, partly for this reason, are less likely to suffer wide fluctuations, a fact which works to the advantage of investor and railroad alike.

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Art and the Schoolboy

(Continued from page 14)

and the use of wrought-iron tables, bronze standards, and damask curtains in halls, are among the achievements.

The principal of the Jonas Bronck Elementary Public School in New York City has evolved a plan for large mural paintings appropriate to the purpose of each room. William Clark Rice made the library frieze a series of characters beloved by children and in the sewing-room painted a procession of fashions from Eve to the Twentieth Century; in the workshop Leo Kober depicted the fierce splendor of mechanical construction and the power of modern building; and Willy Pogany made a series of panels in the drawing-room that show the development of art, including Aztec, Egyptian, Greek, and Italian. Such paintings, according to the Bronck School officials, appreciably raise the general standard.

THROUGH the interest of the Rotary Club at Michigan City, Indiana, the Senior High School study hall was decorated with three murals by Robert Grafton, who volunteered his services, choosing for his subject the town's harbor front in pioneer days. One large panel and a small one on each side of it were placed at the front of the hall, giving beauty of form, line, color, and at the same time immediate historic interest. Although the materials used were expensive, costing more than a thousand dollars, the Rotary Club, believing firmly in the value of such decorations, secured, largely from within its own membership, the needed amount.

To improve their school interiors, North Carolina children raise funds themselves, laboriously, five and ten cents at a time. Some schools are spurred on by clubs and individuals offering \$500 or \$1,000 when the children raise a like amount. They hold parties, bazaars, concerts, tableaux, picture exhibitions, and dramatic performances; they arrange with local stores to serve one day or more and receive a percentage of the sales that are made; and they pledge themselves to definite sums, eventually earned by running errands, cutting grass, and picking fruit.

All schools cannot have large mural paintings especially planned for definite spaces. But any school can have framed pictures which are less expensive and can be hung at will. At present the range of subjects is much greater than it was. Processes have been invented that make it possible for a school to possess satisfactory color reproductions of famous masterpieces of large size for from \$5 to \$25. Al-

ways a fine reproduction is better than an original painting of no merit, and, by using removable backs for the frames, prints can be alternated at intervals, stimulating the children's interest afresh. As new pictures appear, their aesthetic value and other interest should be explained to help the children to see and feel them.

Poor hanging has spoiled many a good picture—crowded in a narrow panel, elbowed by small mendicants each begging for attention, or lost in a sea of painted plaster. Every picture needs a certain amount of space to set it off and the size of a picture should be directly related to the space to be filled. Each should be so hung that its beauty shall be emphasized and at the same time it will most effectively decorate the room. Pictures of vertical masses should be hung in vertical spaces, those of horizontal masses in horizontal spaces. They should never be hung too high to be easily seen, and it is important that the pictures should be placed where the children will see them most frequently rather than that they should adorn the principal's office or the visitors' entrance.

National organizations exist to give local guidance wherever needed. The American Federation of Arts, 1741 New York Avenue, Washington, D. C., has a recommended list of inexpensive casts and reproductions of paintings by old and modern masters. "Pictures in Home and School," a pamphlet published by the National Congress of Parents and Teachers, 1201 Sixteenth Street, Northwest, Washington, D. C., contains apt articles on "Selection" by Leon L. Winslow, Director of Art, Baltimore; "How to Study Pictures," by Royal B. Farnum, principal, Massachusetts School of Art, Boston; "Framing," by C. Valentine Kirby, director of art for Pennsylvania, Harrisburg; and "Hanging," by J. Winthrop Andrews, director of art, Yonkers, New York. The Art Extension Society in New York City and the American Art Bureau in Chicago afford useful contacts with dealers. The Arts Council of the City of New York, 140 East Sixty-Third Street, is a clearing house for information regarding the arts, offering vocational guidance and practical direction in the New York region. Among the books available are: "Decoration of the School and Home" by Theodore M. Dillaway; "Decoration for the Rural Schools," by Royal B. Farnum; and "Art Studies for Schools," by Anna M. Von Ryding-vard.

While the most striking results have perhaps been achieved in large cities,

an active Public School Art Society is needed in each town, for the teachers are helpless without support by the parents, who ultimately build and maintain all schools. To encourage a campaign of beauty for the sake of children, on whom its imprint is indelible, is worthy of the best available effort. Committees have to be appointed to serve with teachers in selecting the pictures and other objects; advisory boards of experts are needed to pass on plans; methods of securing funds have to be devised; sometimes various types of prejudice have to be overcome. Success is possible everywhere. School Art Leagues based on the one founded in New York City in 1911 have been developed in Buffalo, Baltimore, Washington, Philadelphia, and elsewhere. Every city—large and small—will find it a good investment to aid in thus bringing beauty into their schools.

LITTLE more than a decade ago, Greenfield, Ohio, had a school plant consisting of two unimpressive buildings poorly adapted to modern needs, with few provisions for the health and comfort of pupils or teachers. Nearby rural districts were even worse off. Through the interest and generosity of Edward Lee McClain, a leading manufacturer, all this has been changed.

This philanthropist decided that a public-school plant promised to give "the most good, to the greatest number, for the longest time." He built and equipped the high school named for him which is considered by many authorities the most beautiful and complete building of its type in the United States. A few years later he provided the Vocational Building, later still three modern cottages for the use of the custodians. His last benefaction is a splendid athletic field.

Spurred by his example the electors of the school district voted bonds to provide an Elementary Building to match the high school. Rural districts were to use this plant—the pupils coming and going by motor transport. A normal school has since been added and there are plans for a junior college.

These buildings serve the trade center and adjacent rural areas—which educators declare an ideal arrangement. They provide for a comprehensive education up to the college grades. Their facilities are remarkable:

First—Physical Education. Every child has one period of physical education each day under competent instructors. There are two large indoor gymnasiums, two tile-paved open-air gymnasiums, two tarvia-paved playgrounds; there is an eight-acre athletic

field, the largest swimming-pool in a public school, and a playroom for younger children. For health protection there is a large and perfectly equipped home-hygiene room with an adjacent clinic over which the school nurse presides.

Second—Vocational Education. There is a demonstration room, laboratory, plant and storage rooms for agriculture, a commercial unit with bookkeeping and typewriting rooms, office and bank; a shop for metal work, auto-mechanics and forging; a preparation room, shop, and finish room for wood-work; a print shop; a home-economics unit with cooking laboratory, sewing room, model dining-room, fitting and storage rooms, laundry, and cafeteria; a mechanical drawing-room and several fine arts and industrial arts studios.

Third—Artistic Environment. These buildings occupy a spacious campus in the heart of the city. They are connected by open-air colonnades making the plant, in effect, a single unit. Landscape gardening has provided an exquisite setting. There are greeneries in the corridors, decorated tiles at the drinking fountains, beautiful motto panels on outer walls. This public-school plant in a town of 5,000 population has an art gallery with one hundred and sixty-five reproductions of masterpieces—every picture and sculpture artistically labelled. Best of all every room has suitable paintings—relating to the work done there. Three murals of heroic size, the work of Vesper Lincoln George, are the crowning glory of this collection. At the head of the main stairway is "The Apotheosis of Youth" picturing the embarkation of youth upon the Ship of Life, with his vision of the future dimly outlined in the clouds. In the library are two panels each 45 feet in length. One of these, "The Pageant of Prosperity," depicts in rich gold and brown and crimson, a joyful harvest festival; the other, "The Melting Pot," shows the naturalization of immigrants. It is not surprising that the *Literary Digest* has referred to this school as "The Blue Bird School."

The whole subject of school decoration may be summarized by quoting from the late James P. Haney, first director of art in New York's public schools:

"The pictures should be such as may become part of the life possession of the child. Like gems of literature to be stored in memory, they should be selected not merely for sake of decoration, but for the pleasure and sense of personal possession given by the power to contemplate their outlines. They should be made also centers of interest, around which may be gathered knowledge of the artist, his life, his work, his ideals, the beauty of the pic-



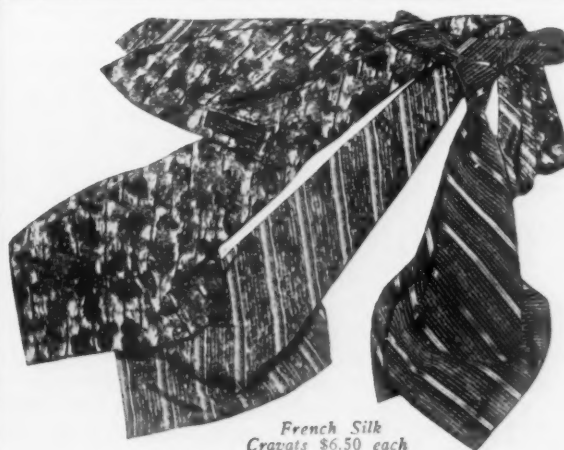
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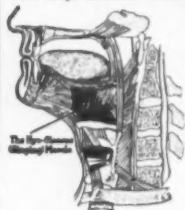
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tion of artistic worth and excellence. Then not only the children of favored schools may be cheered and aided by the beauty of their surroundings, but all may come within the influence of the magic wand which Beauty sways."

Unusual Stories of Unusual Men

(Continued from page 33)

boys who could not afford to pay the regular tuition fee which was about forty dollars. During my three years at Painter I taught telegraphy to thirty boys. Some of them lived forty miles away and they divided their time by doing chores for farmers and spending several hours daily in my office."

"When did you start to teach girls?" I asked.

"Several years later at Roaring Spring," he replied. "By this time I was known as 'Uncle Sam' and a young girl called at the station and said: 'How about us girls? The only work a girl can do in this town is found at the mill and I want to learn stenography. It seems a girl has more chance to climb the ladder if she knows shorthand.'"

"I knew the girl could not afford to attend a business college so I made her a proposition. I told her I would teach her stenography if she would teach free of charge the first six poor girls who applied to her for instruction. She gave me her promise and today this girl is teaching stenography in Altoona. Later I taught three other girls stenography on the same condition."

As Hamilton was promoted to higher positions and moved around from one agency to another he gave assistance to boys in every community in which he worked. Throughout central Pennsylvania he became known as the "teacher of telegraphy." Although Hamilton is too modest to make the assertion himself it is known among railroad men that he is often asked to recommend young fellows for telegraphic positions with the company.

During Hamilton's railroad career he always has had at least one or more boys in his office, one after the other, to whom he taught telegraphy. He had been a poor boy himself at one time and he never forgot the words of advice given to him by the agent when he started out on his first job. Hamilton corresponds frequently with some of his boys who have attained high positions through his kindness. These boys are scattered in various States of the Union.

"I guess it is a hobby with me, this helping poor boys to get somewhere in the world," he said whimsically. "I

have no children of my own and if I can contribute my little bit to the world's work I will be satisfied. Right now, I am coaching in their studies three boys in Huntingdon and I am always on the lookout for any ambitious lad who is determined to climb up the ladder of success."

"How about the boy who went bad?" I asked.

"Well, this boy was eighteen years old when he first asked me to help him to step up the railroad ladder. Then a few years passed and this boy had a wife and child, and was the best penman I ever met. He had made such rapid strides in his work that in six months he had mastered telegraphy and had been promoted to an agency. A short time after his promotion he accepted a position with another railroad. Several years rolled around and one day a friend of mine asked if I had heard from Jack lately. I said I had not. Then I learned that Jack had suddenly disappeared with \$5,000 of the railroad's money. It seemed that he had chosen evil companions.

"One day I heard that he was working on the same railroad that he had defrauded. I wrote him a letter, telling him to reply by disguising his handwriting and signing a false name. He did, and I arranged to meet him. Then I told him to play the game fairly and go straight to the general manager of his railroad and tell him the whole story, adding that he should go to jail if necessary, but to tell the general manager that he would like a chance to pay the money back.

"He followed my advice and the general manager, after hearing the story, permitted him to remain at work and pay the money back, which he did in full before he died, although he was compelled to furnish two references as a sort of bond. I was one of those references."

"Uncle Sam" Hamilton has done more than shape the careers of one hundred boys and four girls. He is an active civic leader in Huntingdon and one of the most prominent, as well as the most popular agents on the railroad. And the hand of Sam Hamilton is always ready to help the other fellow.

The Child of the Yang-tse

(Continued from page 19)

the whole region is peppered with small towns and villages. It is this population and the more than 200,000,000 people reached by the rivers that form the foundation of Shanghai's financial and commercial supremacy. From a business and manufacturing standpoint the city is the most important in China, and with the railroad era which is bound to come sooner or later it will probably be one of the world's greatest cities vying with New York, London, Berlin and Tokyo, as to people and wealth.

We see signs of the increasing riches of Shanghai as we ride along the Bund. The highway is of asphalt, with long lines of automobiles parked in the middle, and jinrikishas and wheelbarrows moving along among the carriages and cars. There is a tramway at the back, and along the front near parks facing the river are drays piled high with freight, each dragged over the road by from four to six coolies.

The buildings are of four, five, and six and of even nine stories. They are of granite, brick, and reinforced concrete, and some of them cost millions to build. Among those recently completed is the white stone structure of the Hong Kong and Shanghai Banking Corporation. This looks more like one of our great government buildings, than a bank, and it is as beautifully finished within as any bank in London. The interior has vast halls of pink and white marble with pillars and columns as those in the Temple of Thebes. Much of the furniture is of solid brass, and it is fit for a palace. And then there is the Bank of China, which is to some extent a government institution; the Bank of Communications, and perhaps fifty Chinese banks, all of which have surpluses and are paying big dividends. They work after modern banking methods, pay interest on deposits, and have regular checking accounts.

Shanghai has a cotton exchange, and in its gold exchange the brokers buy and sell gold in lots of seven bars, each with as much excitement as you will see in the stock exchange in London, when on the edge of a panic. The city requires about £2,000,000 worth of gold every day for its business, and among the well-paying professions is that of the exchange broker who will handle your financial operations as to exports and imports. This man is often a foreigner. He may be known by the victoria drawn by a pony in which he rides from bank to bank. The bed of the carriage is only about ten inches from the ground, so that the man can easily step out and in. He usually

stands up instead of sitting as he rapidly covers the short distance from one business institution to another.

For a long time most of the financial business of Shanghai was transacted by foreigners. Today all transactions are going more and more into the hand of the Chinese. The unsettled conditions have driven more and more of the rich and the well-to-do gentry to the treaty ports. They bring fortunes here and invest them in the various factories and financial enterprises. It is Chinese money and not foreign money that is building up the New China.

Not only along the Bund, but in all parts of Shanghai real estate values have been rapidly rising, and they now compare with those of the large cities of England. The city is growing by leaps and bounds. A wide avenue paved with asphalt and brilliantly lighted has been run through the heart of the international settlement, and it is lined with fine stores. This street takes up the bed of an old creek. It is named after one of the kings of England, and is known as the avenue of King Edward VII. Other streets have been extended far out into the country and many parts of the suburbs remind one of those in Paris or other European cities. Mansions have been built foreign style with large gardens inclosed by the brick or stone wall that separates them from the road, and extending far out from the business section are many miles of well-paved streets, some of which have bridle paths at the sides.

LAND, that a few years ago was nothing but grave mounds, has been bought, the family of each deceased being paid for moving the ashes of its ancestors, and sold at high prices. Today land along the water front in the international and French concessions has jumped to \$500,000 Mexican and upward per acre, and on the Nanking road, which is the principal thoroughfare of the international settlement, the best lots are worth Mexican \$100,000 per *mow*, which is one-sixth of an acre, and they will yield more than 8 per cent interest on the capital invested. On the Whangpoo road land is in demand for factory sites and dock and warehouse accommodations. This is being rapidly taken, and even three miles from the heart of the city it sells at about \$3,000 Mexican per *mow*.

One of the great water highways of the city is the Soochow creek, where flour, cotton, silk and oil mills are springing up in large numbers. Here land is doubled in value within a short

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time, and is still going up. It is the same along the river front outside the city all the way to Woosung, the people banking on their belief that the population will eventually increase to several millions.

Shanghai has a more unique system of government than any other place in the world. Monte Carlo has its prince who maintains his status by the grace of France. Shanghai has a municipal council of nine members who derive their authority from the treaties made by the great powers with China. Though located on Chinese soil, it owes no allegiance to China except in the payment of about \$10 Mexican a year for each acre of land in the settlement. The nine members of the council are elected annually by the ratepayers' meeting. This meeting is composed of all foreign residents of Shanghai who own property or pay rental of \$40 Mexican a month or upward. Each resident has a vote for each piece of property he holds, so that at the annual meeting several persons are able to cast twenty or thirty votes. After election the nine members appoint one of their own number as chairman, and another as vice-chairman, but neither of these two members nor any member of the council receives any compensation for his services. The majority of the members of the council are of British nationality, but there is usually one American member. At the present time an American, Mr. Sterling Fessenden, happens to be the chairman. It is a position that carries with it a large amount of prestige, so that when a new consul of any nationality arrives in Shanghai he calls upon the chairman of the municipal council in the same way as upon his consular colleagues.

The heads of departments are all British, receive good salaries, and on account of their position have a good social standing in the community. The taxes collected by this municipal council run into several millions of dollars, and it is said that up to the present time such a thing as graft in the administration is entirely unknown. It is for this reason that Shanghai is usually called the model settlement.

What would you think of a big race track, golf grounds, and tennis court

covering an area of twenty city blocks right in the heart of London, for instance at Trafalgar Square. This is what there is in Shanghai. The land was granted to the Jockey Club for this purpose generations ago when the city was smaller, with the provision that if it was ever used for any other purpose it should go back to the original owners. The club keeps it and so the races go on right in the heart of this municipality. The spring race week is one of the great events of the year. The banks close, Chinese and Japanese as well as foreign, and on the three principal days of race week you cannot cash a cheque nor even deposit your money. Everyone goes and nearly everyone bets. The hotels are crowded and the foreigners come in from all the settlements up and down the Yang-tse-Kiang.

SHANGHAI has football clubs, tennis clubs, golf clubs, and all kinds of sporting associations. There are two cricket fields, a baseball diamond, and a polo field in the racing grounds. Football is played there, and there are tennis tournaments in early summer which culminate in the Hong (business house) championship. There are also athletic tournaments and baseball matches in which the best players of our Asiatic squadron and of the Shanghai civilians fight for the championship.

Shanghai has hockey clubs, polo clubs, and swimming clubs. Hockey is played largely by the Sikh police and Britishers who learned the game in India, and the polo clubs are largely British, their mounts being Manchurian ponies trained for the purpose.

Shanghai is the social center of that part of the world. This is so especially of the foreigners, and it is so also to a large extent of the Chinese.

Shanghai has its night life, and many of its games are played in the shadows. There are cabarets and cafes of different description. There are vaudeville houses where one can dance with the actresses, and cabarets largely aided by maidens from Russia who try to induce the guests to drink champagne with them at something like \$12 a quart. These maidens come not only from Moscow, but from Vladivostock, Chita

and Omsk in Siberia and Harbin near the frontier of that country in northern Manchuria. Some of them are beautiful, but the price of champagne is high.

According to the statistics of the Government Bureau of Economic information, the census of the foreign population of Shanghai is as follows (1926 census):

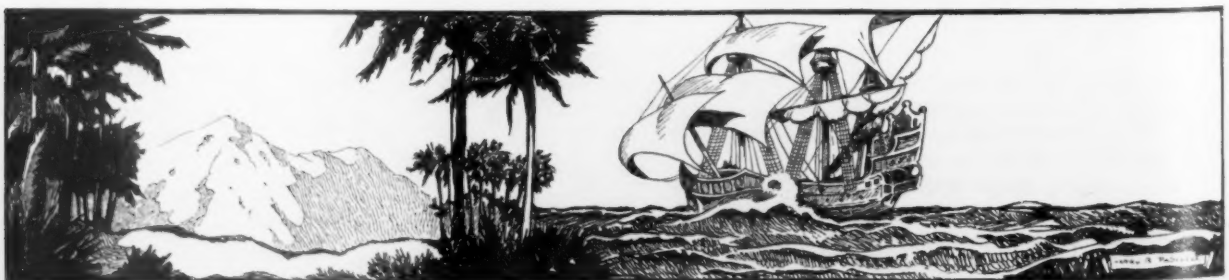
Japan	18,902
Great Britain	6,910
United States	3,418
France	1,000
Portugal	500
Denmark	384
Italy	320
Spain	235
Switzerland	217
Netherlands	207
Norway	200
Brazil	101
Sweden	96
Belgium	75
Mexico	12

And approximately:

Germans	3,000
Russians (white)	5,000

Such a cosmopolitan group must necessarily affect the life of even a large city. In the case of Shanghai, the effect is the more noticeable because of different ideals which are presented to the native population. Shanghai has assimilated a great deal of modern foreign thought, but the Occidental superstructure does not always rest comfortably on an Oriental foundation. When we reflect on the development of arts and crafts in China while Europe was in its Dark Ages—and long before, we can readily understand that such well established ideals do not yield readily to change. Also, despite the great achievements of Chinese culture, we must remember that there are many thousands of illiterate coolies who are more or less at the mercy of the propagandist—whatever his theme may be.

But if we have patience and show a proper sympathetic understanding the Chinese will work out their salvation in their own way. The best elements of the foreign groups at Shanghai will be among the first to help China to find herself and among the first to applaud the strong and united China of tomorrow.



Holland—Old and New

(Continued from page 26)

there are all the villages which fill up the spaces between these centers and have a quietly pleasing existence of their own.

Then our students might talk of historic associations. Holland and Belgium were settled by similar tribes in Roman days but the most impressive era of Dutch history begins about 1570 when William the Silent managed the affairs of seven federated provinces in such statesmanlike fashion that soon Holland became a first-class power. There was a remarkable development in many lines: art, engineering, discovery, science, trade, military achievement were among the mediums by which Dutch endeavor found expression. While other nations were at war the Dutch carrying trade flourished, but eventually Holland was drawn into a series of new alliances which proved disastrous. About 1700 commercial supremacy had definitely passed to other hands but the centuries of struggle had welded the federation into real unity.

IT seems difficult to associate the peaceful scenes of today with these wars of yesterday. But many a wharf where white-clad porters carry long cradles of round cheeses—many a dyke that stretches its length across the sand dunes—has been the scene of stubborn fighting or desperate sacrifice. Not all the associations are of this sort, however, nor are all our records of achievement in Holland. For example take the United States.

Probably you are well aware that in 1609 Henry Hudson, an Englishman in the service of the Netherlands sailed "The Half Moon" for approximately 150 miles up the American river which was later named after him. In 1614 the States General, as Holland's Parliament is called, gave its sanction for the organizing of a trading association, the Company of New Netherlands. It was this Company which bought Manhattan Island from the Indians at the enormous price of twenty-four dollars; and here in 1625 Willem Verhulst founded the settlement of New Amsterdam which became New York 40 years later.

So if you travel in Holland you will find other familiar American names. On the charming little river Vecht is a small town called Breukelen. An Amsterdam jeweler went from this place to establish the district named Rensselaer in his honor—they call it Brooklyn now. In the Amsterdam docks you may see the steamer named after Peter Stuyvesant who governed New Netherlands in 1664 when Holland lost that colony and about the same time captured



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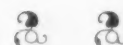
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Surinam and Paramaribo in Dutch Guiana. You might possibly see the island of St. Eustatius where, in 1776, the American flag received its first salute from another country. If you will read Edward Bok's "Twice Thirty" you will find that he credits the Netherlands with direct or indirect responsibility for many of the most famous documents and institutions of American life.

Nor is this all. Not only in the United States but wherever civilization has become well advanced you will find (1) equal education for boys and girls; (2) the telescope; (3) the pendulum clock; (4) the microscope; (5) the method of measuring degrees of latitude and longitude; (6) the printing press; and (7) textile weaving. These are some of the most important contributions to world progress made by citizens of Holland—but they are not all by any means. Incidentally Holland is also credited by Mr. Bok with having originated golf! If you like to check your remembrance of great names there are William the Silent (statesmanship); Rembrandt, Hals, and Vermeer (art); Erasmus (philology and theology); Boerhaave (medicine); Spinoza (philosophy); Grotius (international law); De Ruyter (naval strategy); and Vondel (poetry).

We need not dwell too much on the past—here is something of interest for the future. The Dutch government has undertaken to drain the larger part of the Zuyder Zee. Something like 500,000 acres of fertile ground will thus be added to Holland. But it is estimated that by the time this tremendous project is completed—some seventy years hence—the country will have about 7,000,000 more inhabitants, so the land will soon be settled.

Much else may happen in that

seventy years. For one thing Europe may manage to get along with less emphasis on tariffs and frontiers—two things which complicate European commercial life more than Americans can understand. For another thing we in Holland may learn to concentrate much local effort. At present we sometimes have two or three societies doing the same work—or practically the same—all in one town. These societies are doing good and necessary work, but the duplication of effort interferes with their highest efficiency.

Here perhaps Rotary can help. In these same seventy years we shall undoubtedly have many more Rotary clubs because Holland is a good field and it is so easy to hold inter-city meetings or to make up attendance. We have seven such clubs now, organized at Amsterdam, Gouda, Haarlem, Leiden, Rotterdam, The Hague, and Utrecht respectively. That at Amsterdam was the first to be formed and has about fifty members or approximately one-fourth of the whole membership for the Fifty-Ninth District of Rotary.

Whatever else happens we may be sure that there will be round, rosy Dutch babies; grave burghers; sturdy seamen; immaculate housewives. There will be flowers, wind-mills, black and white cattle, round yellow cheeses (the red coat being reserved for those to be exported). There will be solid dykes and shining canals. There will be—as ever—a willingness to appreciate the views of other peoples; and also—as ever—a desire to keep our nationality and our personality intact.

For these things are all part and fibre of the Netherlands, and we should like it very much if you came sometime to enjoy a more intimate acquaintance with them—and us.

"Mr. George F."

(Continued from page 11)

little shoe business in the intervening forty years, must traverse the beautiful valley of the Susquehanna from Binghamton to Owego, passing under the concrete arch erected by the hands of E-J shoemakers which announces the "Square Deal Towns" of Johnson City, Endicott, West Endicott, and Union.

Along the river banks, through the lovely vale that Ida Tarbell described as "The Valley of Fair Play," rise countless purring smokestacks, tall sentinels along the path of progress—literally smoke-colored spires of industrial cathedrals. Lining the elm-shaded streets and dotting the hill-

sides, countless bright-colored homes. Here a public library; there a spacious park or playground. Treading their way into the grocery shops, visiting the motion-pictures, pouring out of the factories, living and loving and pursuing contentment, the inhabitants of several new cities are occupied in making more than ten per cent of the foot-wear of the United States.

Johnson has gathered about him 17,000 workmen and their families. Out of the West and from the Argentine they receive daily about 10,000 hides of cattle and drop them into their tannery vats. Four thousand miles of

thread pass through their machines between sun-up and night, and thirteen tons of tacks and nails are hammered into 130,000 pairs of shoes. For their manifold activities they require 4,250,000 square feet of factory floor space. In the midst of it all, in a modest semi-colonial home across the street from the almost palatial Workers' Library, resides the author of it all.

ONE must suppose that a man who literally built a great industry out of a shoestring and created whole communities out of plain pasture land, must naturally have iron in his blood—that iron in fact must be its chief chemical component. And there is much iron in Johnson. A glimpse at the straight, unbending figure, or a glance into his penetrating, but tranquil eyes, and you recognize the man of decision and accomplishment. A predominating sense of justness and the sanctity of duty is implicit. Here is one who takes himself seriously, and expects that people dealing with him will be serious.

Yet, strangely, his predominating characteristic is a warming, enfolding smile, almost apologetic in its shyness and tremendously friendly for that reason. The smile, the insight it gives to the natural humanity of the man, accounts for, or rather explains the name of "Mr. George F." by which he is known to the E-J workmen and their families, and to practically every one else in that section of the Susquehanna Valley. Probably no place else in America has one man so impressed himself upon the landscape.

The answer is, of course, that he has always considered himself one of the workmen. He leads, or has done so most of his days, the same life they lead. His home, while attractive, is not the home of a millionaire. His children have attended the public schools along with the other children in the neighborhood. Johnson and his family patronize the local "movies," the admission price of which he controls by subsidy to keep it within the means of the poorest. He was one of the best players in the local billiard parlor in his younger days. His home is a popular gathering place in the winter evenings. During the baseball season he is frequently one of the most lusty-throated among the bleacherites.

In good weather he plays a fair game of golf at the Binghamton Country Club, a pastime somewhat beyond the means of the average working-man. But this is only temporary. It is certain that next season he will be enjoying a 24-handicap on the new 18-hole course which is being constructed for the workers. It is to be one of the best courses in that section of the country, and aside from the in-

vestment, will be as nearly as possible self-supporting although within the means of the average factory hand. The professional element in the neighborhood will be allowed to play the course on a green-fee basis,—but only during factory working hours. When the whistle blows, the course is to be exclusive to the workers, and Johnson will be among them.

That is, he will be among them as often as he can make the grade from the factory to No. 1 tee in time to get into a foursome, because he sometimes keeps longer hours than the average workman. Like the others, his workday begins at 7:00 a. m. in a private office in his home. He stays there as long as it takes him to handle his correspondence and receive telephonic reports from superintendents and foremen. Then he starts his round of the works, usually wearing a cap, and invariably driving his own car. Nothing that goes on in that vast undertaking is beneath his interest, and very little of it escapes his eye. He is not slow to criticize nor half-hearted about it, and on the other hand his commendation is equally spontaneous and full-flavored. While he detests meddling in other people's affairs, yet if a workman encounters difficulty in his private life no less than in the workshop it frequently becomes Mr. Johnson's personal problem. Either in the shops or on the streets, he is "Mr. George F." to every one. There are a few exceptions, of course, and some of the older men who knew him as a fellow bench-hand do not use the Mister.

IF everything is going well in the works, Johnson may run out to one of the several hospitals the company conducts for its workers and their families. The E-J hospitals are not "company hospitals" in the usual sense where workmen are treated for injuries growing out of their employment. These hospitals, and there are five of them in three cities, render a complete hospital service, from the treatment of scratches and wounds to any of the mortal diseases requiring highly specialized attention. They are not only for E-J workers, but for their families as well, and more than 700 hospital beds are at their disposal. Dental bills, an ogre to most working people, are no problem to the E-J family. Fully equipped dental clinics with three graduate dentists are at their service, whether it is a simple filling or a complicated bridge work that is required.

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This is not free medical service, says Johnson, but part of the recompense to which every worker is entitled, just as he is entitled to good air and light, and efficient tools in the shop. In the past seven years, 6,492 babies have been born in these company hospitals, in addition to the many brought into the world in their own homes by company doctors before and since that time. Each has been started out with its first pair of shoes and a ten-dollar savings account as a personal gift from Mr. George F.

The medical service is but one phase of the Johnson industrial policy, but it is typical of all the others and typical of the man himself. With the exception of two months at Daytona Beach, Florida, during the winter, and sports of which his favorite is boxing, Johnson has permitted himself few interests outside his business, and from the very beginning he has maintained that the chief factor in his business was the welfare and contentment of the men working in it with him. Anything that affects the interests of the workers in the Endicott-Johnson shoe factories is of vital interest to him, and he gives fully and freely of his time, energy and wealth to make it as completely serviceable as possible. Johnson's formula for the creation of ideal industrial relations is fundamental and comprehensive.

"I should say, first, the location of an industry is most important,—preferably in the country, with plenty of open, low-priced land so that you can establish your factories in naturally healthful surroundings.

"Comfortable, low-cost homes are vital, and there should be plenty of recreative activities. Pleasures for all, which means pleasure of every kind so that each may have that which he most enjoys, should be freely available. All religious creeds and denominations should be freely encouraged. (Johnson has provided land for churches of all denominations.) Liberal support of every public improvement should be a settled policy.

"Those in active control of the business should live near the workers, and as nearly like the workers as possible. Their families should mingle freely

with the families of the factory workers. Their children should go to the same day schools and Sunday schools. Not because of policy, not because it pays, not because you are seeking to secure the confidence and good will of your co-workers and neighbors, but simply because you are at heart one of them and you love to do it—because in this association you find all the pleasure you require in life, and because you honestly love your neighbor and are interested in his success and welfare. You cannot camouflage this principle.

"All these things create confidence. If honestly and sincerely worked out, they create a situation in which labor and capital may work in harmony to their mutual advantage."

MR. JOHNSON'S own industry has been built up in just that way. As the business expanded, vast tracts of land were acquired economically some miles out from Binghamton. Broad streets were laid out, and in addition to modern factories, comfortable homes were constructed, each with a spacious plot of ground around it. These homes are sold to the workers at or below cost and on liberal terms of payment. No real-estate operators were allowed in on the development, as it was feared their services would inevitably have run up the cost. The company now has more than a million dollars on its books pending gradual liquidation by the purchasers of homes.

One incident illustrates the very personal interest Johnson takes in the homes. He observed that several months sometimes elapsed after a family moved into a newly purchased home before window shades were displayed. Inquiry revealed that the expense of moving and acquiring additional furniture frequently took all the ready money. Thereafter, each house was equipped with shades, and had a good supply of fuel in the cellar. Such things involve physical and mental comfort and exert a decided influence on work done in the shops, Johnson asserts.

This factor, no less than his own personal knowledge of what makes a contented workingman, lies back of all the other extraneous activities to which Johnson has committed his company. Restaurants have been established where meals are served at cost to any one. The cost is about twenty cents, and the meals are as good as can be had for several times the sum elsewhere.

No city in the country can boast of more complete recreation facilities than may be found at Endicott, West Endicott, and Johnson City. Ideal Park at Endicott, because of the variety of the amusements and the hospitality of its

groves, is famous throughout the southern counties of New York State. One of its unique features is that it boasts no guards or policemen. It is for working people, Johnson says, and they are on the whole a most orderly class and can regulate their own conduct better than it can be regulated for them.

In addition to the best available band concerts and innumerable other features, Ideal Park has a race track where the best trotters in the country are to be seen during the season. Racing has been described as the "sport of kings," but Johnson believes that sport of every kind should be available to everybody. The race track has been an E-J institution for years, and now golf, another diversion usually limited to the wealthy, is to be democratized in the E-J communities.

Johnson has no fixed policy with respect to old age or disablement pensions, except that whatever is the need it should be fully met, and for as long as it may exist. He believes it is impossible to fix a definite sum that will cover all cases. If a worker dies his family receives regularly sufficient income to live as they lived previously. As children grow up and become earners, the company's welfare commitment is reduced. "We are just one big family here," says Mr. Johnson, and "none of us is going to suffer as long as the rest of us are able to work and do business."

No matter what may be done on the side, so to speak, to make an industrial environment agreeable, high wages must come before all, says Johnson, and the E-J workers, none of whom belongs to a union, average above the union scale. And although no one is more insistent that capital receive a generous profit from a business, he has definite ideas about what is a generous return for investment and management.

The present policy which he has now established in the Endicott Johnson Corporation is to pay ten per cent annually on the common stock after seven per cent has been paid on the preferred, and to split the balance equally between the company and the workers. Since 1919 the workers have received in this manner \$11,927,481.51 and Johnson has taken his share each year just like any other employee, on the basis of days worked during the year.

Although he has never encountered labor difficulty, Johnson is under no illusion that all his policies have at all times been agreeable to all workers. He used to publish a monthly company paper where both he and the workers could air their views, anonymously on their part if they wished. There would be occasional demands that the money spent on medical service, recreation,

and similar activities should go into the pay envelopes.

"I would point out that we were seeking the greatest good for the greatest number," Mr. Johnson stated. "I showed that by pooling the costs of all these advantages the expense annually was more than a million and a half dollars less than if we were to seek the same things by individual purchase. I explained that if we did not obtain these things we would still not have the money they cost us, so could not put it in the pay envelopes, because these things have increased our efficiency and helped us to make better shoes and sell them cheaper than our competitors. They have more than paid for themselves.

"On the whole, the workers know what we are trying to do and we have their fullest co-operation. I advise the few who cannot be satisfied to seek employment somewhere else where they will be better satisfied. Not many of them go, and our labor turnover is among the lowest to be found anywhere.

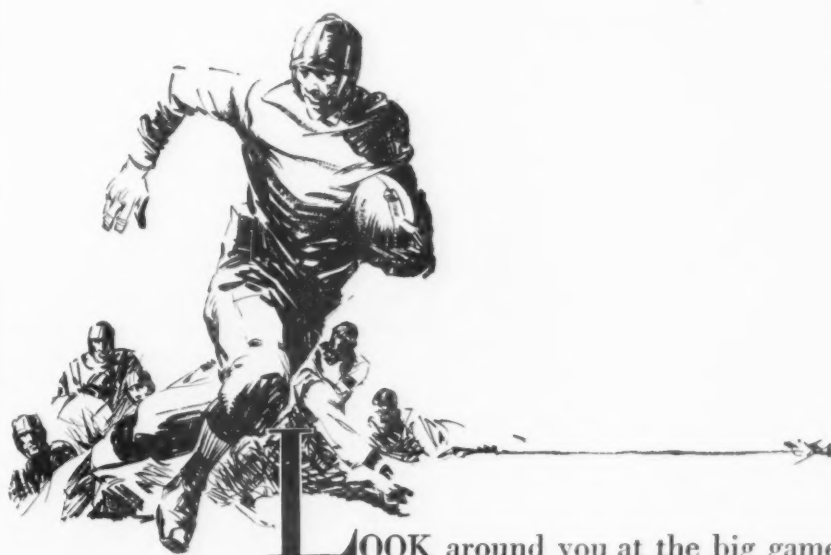
While giving full credit to the policy he describes as a "square deal for both between capital and labor," as well as to the fact that he is a working man himself and so understands his fellow-workers, Johnson attributes much of his success as an industrialist to his own quality of leadership. It is not egotism, but rather a thankful recognition in himself and of the quality he likes best in others.

"If I were going to pick a leader of men today, I should want to inquire whether the man had as a boy been a leader or a follower," Mr. Johnson said. "There is a certain natural gift in leadership, and although it is a quality which needs development and training, I do not believe the executive, trained to his job but without the natural quality, can ever be as successful as the man, quite without training, who has the natural qualification of leadership.

"I left school when I was thirteen, and from then on I proceeded to acquire an education in the free university of kicks and cuffs, which is not such a bad education after all if the kicks and cuffs do not come too close together. The principal thing that I learned was to take care of myself in almost any kind of a row, and to play a fairly good game of baseball. It was my fortune nearly always to be at the head of any crowd I was in. Frequently, I had the good luck to be the captain of the baseball team. I have since tried to be a captain in this shoemaking plant."

In the last analysis, Johnson is unquestionably that exceptional person—an employer who is his own labor leader.

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Labor Unions

(Continued from page 15)

set to the exceptional man who is capable of earning more; or expressed differently, the wages he is capable of earning ought not to be established, as the minimum wage for the incompetent, without consideration as to his productive capacity.

Granting that many employers in the past may have been hard task-masters, arbitrary, unreasonable, with but little concern for the welfare of their employees and but little mindful that they were human beings; and that labor, by organizing, may have played no little part in bringing about the awakening that unquestionably has taken place, the question may be asked, in view of the reality of this awakening and the undoubted zeal of employers generally in their employees' behalf, is there any further purpose that trade-unions can serve? There is very little danger of a retrogression to former conditions because, as has been pointed out, employers are keenly aware that the greater interest in the welfare of their employees and the spirit of co-operation that goes with it, pays.

The answer has already been given, that a proper organization of employees is of distinct advantage as a medium of conference and co-operation between management and men for mutual benefit. Many large concerns and many important industries are encouraging organizations of their employees, or so-called Company Unions. Naturally, the leaders of the older trade-unions are strongly opposed to such associations, over which they cannot exert control, and they put forth the plausible claim that they do not meet the employers on a plane of equality. On the contrary, the utmost care has been exercised in the promotion of Company Unions, to see that they are accorded wide powers and rights and that they do meet the employers on a plane of complete equality. Indeed, otherwise they could serve no purpose, and their successful existence is the best evidence that conferences, negotiations, and decisions are carried on in a spirit of absolute impartiality. Certainly those who are actively engaged in an individual enterprise or industry are better qualified to know what is reasonable and best for all concerned than outsiders having no personal interest, but superficial knowledge of internal conditions, and with power to call strikes where no dissatisfaction exists, for causes in which the workers have but remote, if any, interest.

What, then, would be an ideal union which the employer might welcome and to which he would rather see his em-

ployees belong than not? Its principles might be somewhat as follows.

First—While seeking to enroll the fullest possible membership, it would in no way discriminate against anyone who for any reason preferred to remain outside.

Second—In the discussion of all differences with the management the representatives of the union, if not actual employees, would at least be thoroughly conversant with all conditions of the particular plant or company and have no outside interests to serve.

Third—Settlement of all differences concerning conditions and terms of employment would be by conference, and with arbitration as a final resort in case of failure to reach agreement.

Fourth—Strikes, whatever may be the outcome, cause irreparable loss to all parties concerned, and are a most uneconomic and unsatisfactory way of settling differences. They would not be permitted. This would be especially true of so-called "sympathetic strikes" or those arising from jurisdictional disputes. With such a principle in active force, boycotts and lockouts would become things of the past.

Fifth—Violence and injury to persons or property would be sternly prohibited and punished. As a corollary to this, though needless if the principle were lived up to, labor associations should be given power to sue and accept the right to be sued.

Sixth—Indolence and incompetence would be discouraged, and if persisted in, lead to forfeiture of union membership. On the other hand, compensation which insured increased wages to the better men in proportion to their skill and industry, would be approved and encouraged.

Seventh—Union membership, to say nothing of leadership, would be forfeited to any man convicted of a crime or penal offense.

Is there anything in these principles that would appear unreasonable, unfair to labor, to the best interests of industry, or to the public, of which labor itself is no inconsiderable part?

Might not then, such a ringing declaration in favor of these principles by outstanding leaders of labor organizations as would insure adherence to them go far towards promoting that "co-operation for reciprocal benefits" and "industrial stability" which Mr. Green, the able president of the American Federation of Labor, in all sincerity I am sure, desires and would like to bring to pass? It would be a crowning achievement and the sure way to put trade-unionism on a sound and enduring basis.

Some Ethical Considerations

(Continued from page 29)

proprietor penetrate down to his messenger boy. If, therefore, he lower his standard, he can only make it effective through the operations of his subordinates every one of whom is thus made aware of what is happening. Once a staff becomes conscious that the chief has lowered his flag, so to speak, they themselves are not prepared to stand to the ramparts as before. A new and a poorer moral re-valuation of values is set up and the entire tone of that company's business is inevitably lowered.

I feel certain, somehow, that, in the long run, the manager who sticks to the highest ethics he knows will win out, not only in his own personal satisfaction and in the esteem and confidence of his staff, but, ultimately in the moral character and material reward of the business he controls.

In the meantime he can strive to bring all his craft associates into line in agreeing upon and sticking to a business code of ethics which will make it easier for one and all of them to be keen competitors and yet remain good friends who "play the game."

Rotary stresses the idea of service as the only true basis of business, and so four of the Six Objects are definite expressions of that idea.

The *Second Object* proclaims the maintenance of "high ethical standards in business and professions." When we remember that laws have been framed against secret commissions, for instance, as an illegal act of bribery and corruption; and when we remember that into most businesses have crept practices which cannot be justified on any ethical standard at all, it will be recognized that Rotary is attempting something very real and very necessary in fostering business standards of high ethical character.

The *Sixth Object* changes the scope of Rotary ethical efforts. The first five objects deal with the individual man, in his personal, business, and community relationships. The *Sixth Object* was added at the 1921 Convention in Edinburgh as the outcome of Rotary's extension to other than English-speaking communities. It was seen that if, throughout the world, business and professional men in each community could be linked together in a fellowship based on a common ideal, the result must be a better understanding from which would develop an international goodwill, as a prime factor in promoting international peace.

In these days there is a certain political group who preach internationalism—defined as "the brotherhood of man"—as the only method of

the world's salvation. Nationalism is to be done away with and all barriers between races are to be swept away until all men everywhere are merged into one great human family.

Well, I sometimes dream of that far off event, myself, but I recognize that it is very far off. And anyhow, I haven't much respect for the men who loudly, even violently, proclaim their brotherly relationship with all other men and at the same time, rage like the heathen furiously together when a few hundred Maltese and Italians come into this vast continent of ours. The fact is we cannot, however, and ought not to escape our national group obligations as something distinct from our international relationships.

"An individual man, to be harmoniously great," wrote George Eliot, "must belong to a nation. A common humanity is not yet enough to feed the rich blood of various activities which make a complete man. I am not bound to feel for a Chinaman as I feel for my fellow-countryman." Of course that is true. But, on the other hand, one is bound to treat the Chinaman with the same respect that one asks from him; and one may properly admire much of his art and learn from his rich store of philosophy. Patriotism or love of one's country, does not necessarily involve the hatred of other nations.

ON the contrary, a genuine national love and pride is not satisfied with mere national aggrandizement, but demands for its highest satisfaction that its nation shall be an honored contributor to the totality of human well-being. In other words, a nation like an individual cannot live to itself alone and, as a part of the great human family, it must make its best contribution to the common good. I must love best Australia where I was born and the old homeland from which my parents came, and I cannot pretend that a Frenchman or a Patagonian makes the same appeal to me as an Australian or an Englishman. But because I do love Australia I am very jealous that she shall make the fullest contribution of which she is capable to the world's advancement and happiness. Furthermore because of my own national loyalties I understand and appreciate the loyalty of a Frenchman for "La Belle France," of a German for Germany, a Japanese for Japan, and so on.

Not long before he died Theodore Roosevelt wrote "Let us build a genuine internationalism, that is, a genuine and generous regard for the rights of others, on the only healthy basis—a sound and intense development of the

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broadest spirit of American Nationalism."

My own observation is that those who talk loudest about the universal brotherhood of man are the ones to exhibit the least respect for the rights of their next-door neighbor.

Now Rotary approaches this problem of internationalism in a perfectly sound and ethical manner. For it says, in effect, "Try and understand the business and professional men of other lands, because when you do understand them, you will find it easy to display good will towards them. And mutual good will, based on the solid foundation of mutual service, is the guarantor of peace."

What psychologists call the "fear-complex" will be found among the root causes of every great war. Rotarians can do on the business scale, what the League of Nations is doing on the national scale, that is, promote mutual understanding, a friendly regard for and confidence in the integrity and honest intentions of other peoples.

But before men can exercise such an influence on the world scale they must display the same qualities towards their neighbor. And that is why if we, as Rotarians, trying to carry out the Sixth Object, desire to promote international peace through understanding of, and good will toward men of different nationalities, we must begin by exhibiting the same qualities toward the folk we meet with day by day. If you are not disposed to take trouble to understand, and so to appreciate, the men you do know, how can you ever hope to understand and appreciate the men you do not know? Hence the practical importance of the preface to the eleven clauses of the Rotary Code of Ethics.

My business standards shall have in them a note of sympathy for our common humanity. My business dealings, ambitions, and relations shall always cause me to take into consideration my highest duties as a member of society. In every position in business life, in every responsibility that comes before me, my chief thought shall be to fill that responsibility and discharge that duty so when I have ended each of them, I shall have lifted the level of human ideals and achievements a little higher than I found it.

YOU will agree that were we all to act so as to make the world a better place than we found it, there would be little need for Rotary clubs anywhere. And yet, because we fail, it is the more worth while to keep the goal ever before us. "Ethics," says Professor McDougall, "can no longer be content to seek and to formulate the ideal of conduct for human nature as it is; it must also assume the responsibility of formulating an ideal of human nature as it may come to be."

The Rotary Code of Ethics does assume the responsibility of formulating the ideal business and professional man as he may come to be.

Let us look at some of the clauses which follow the preamble I have just quoted.

First: To consider my vocation worthy and as affording me distinct opportunity to serve society.

This must be read with Clause 5 of the Objects which recognizes the worthiness of all useful occupations.

Here is a practical test of the sincerity of our professions. Do we, as a matter of fact, recognize the worthiness—that is, deserving of respect and honor—of all useful occupations? It is easy "to consider my vocation worthy," and almost as easy to consider yours as worthy also, but what of the man who removes the night-soil and so conduces to the health of the community? However "useful" I may regard his services, do I really consider his vocation as "worthy"? When we are frank with ourselves we know that, in our hearts, we are all snobs more or less. We deride the Indian caste system whereby those who do the menial jobs—by the way, "menial" and "mansion" both come from the same derivative—defile the high-caste Indian whose food or clothing they chance to touch. But how many of us are willing to stand beside the men who are doing the humbler jobs and accord them honor and respect because their work is useful to the community? Note, please, that Rotary does not declare that "all men are equal" and that all work is of equal worth; because both statements are untrue. But we shall have advanced quite a step along the path of Rotary ethics when we sincerely accord respect and appreciation to the man who is doing his best in performing any task, however humble, that is of real service to his fellowmen. Furthermore, by dignifying our own occupations as a means of serving society we encourage other men to, in like manner, enhance the dignity of their occupations.

The *Second* paragraph is an enlargement of the *First*, while the *Third* lays down the principle that no business success is of value unless "founded on the highest justice and morality."

As Browning says:

The common problem, yours, mine, every-one's,
Is—not to fancy what were fair in life
Provided it could be,—but, finding first
What may be, then find how to make it fair
Up to our means—a very different thing.

If the conditions surrounding our business—your business, my business—are lacking in the qualities of justice and morality, Rotary calls upon us not to sit down and deplore the deficiency but to resolutely strive to impart to our own share of the work those missing qualities—"up to our means."

Or, to put it in another way, if the opportunity comes to a Rotarian to make money by the sacrifice of his own standards of justice and morality then,

emulating Brutus, must he declare, "I had rather be a dog and bay the moon than such a"——Rotarian.

Paragraph Four pronounces the legitimacy of profit arising from the sale of one's goods, services, and ideas, with, however, a proviso which needs some modification in actual practice. The other party to the transaction may not actually be benefited thereby, inasmuch as his judgment may be faulty or his use of the thing purchased may be unwise. But if he concludes the transaction with "his eyes open," as we say, and without trickery or deceit on the part of the seller, the profit is ethical and legitimate.

THE Fifth to the Tenth paragraphs develop the principles already enunciated, and so we come to the *Eleventh*—the oft-quoted "Golden Rule."

A similar rule may be found in every great religion. Indeed it has been part of the ethical conceptions of men throughout the recorded ages. Translated in terms of national policy towards people not so advanced as ourselves it is difficult of application. Recently at the Sydney Rotary Club we heard an address by Bishop Mitchell of Manila, on the Filipinos' resentment against American rule. "Give us the liberty you yourselves would demand in our place" is, in effect, what they say. And the Bishop entirely approved their claim. In his arresting book on "The Revolt of Asia," Upton Close reports an interview he had with Gandhi—that amazing Oxford graduate, wealthy barrister of South Africa, and now naked Mahatma of India—in which, speaking of our western civilization, Gandhi said:

"You are headed for terrific catastrophe and misery. You are wonderful people, too. You do not lack the spirit of sacrifice, the ability to forego, the things of the body. Look at your North Pole adventurers—your Mount Everest climbers. Why can you not be as willing to give up bodily luxury for the sake of spiritual adventures?"

"There is no one of you but has some ideal higher than his practice—some ideal involving sacrifice. Start to work it. Spiritual growth will come, step by step. It is not a matter of creed. Any religion will start you off if you work it. I despise a civilization concerned only with the things of the body. I pity those of you who are being led into bitterness and despair by your illusions as to what is worth while in life. . . .

"You glory in speed, thinking not of the goal. You elevate process, rather than ultimate product. You think your souls are saved because you can invent radio. Of what elevation to man is a method of broadcasting when you have

only drivelt to send out? What mark of civilization is it to be able to produce a one-hundred-twenty-page newspaper in one night when most of it is either banal or actually vicious and not two columns of it are worth preserving? What contribution to man has aeronautics made which can overbalance its use in his self-destruction? You are children playing with razors. . . .

"Such of you as survive will come back to Asia for another way of life. You are already coming: Count Keyserling from Germany, Romain Rolland from France, many less eloquent from England and America. If I should now allow the West in its boyish confident rowdyism utterly to crush out our opposing system of life and ideals through political power and material influence, would I not be playing traitor not only to my own people but to you very Westerners as well?"

And in the Covenant of the League of Nations the application of the Golden Rule on the national scale is conveyed in these words:

"The prescription of open, just and honorable relations between nations, the maintenance of justice and a scrupulous respect for all treaty obligations." And again: "People not yet able to stand by themselves under the strenuous conditions of the modern world form a sacred trust of civilization."

In the realm of our personal life the Golden Rule, as has been pointed out, "Fails without a true standard of virtue to govern its application. It presupposes an ideal of virtue on which conduct is based."

Though we may "hitch our wagon to a star," we all find it mighty difficult to reach to the star.

The thing is ever to keep the ideal in view and to cease trying to attain thereunto only when we cease living. Our very failures may provide what Browning calls:

"A paradox
Which comforts while it mocks,"
"For thence," he adds,
"Shall life succeed in that it seems to fail,
"What I aspired to be,
"And was not, comforts me."

Talks That We Remember

(Continued from page 20)

tinely worth while. A number of speakers have made a real success with this style. It will not be noted for its clarity and definiteness nearly as much as for its human interest, its illustration, and its creation of atmosphere. It will have a mellow quality running all through it. It would be impossible for one to outline such a talk after having listened to it, but on the other hand you will have a distinct impression that you have been pleased, entertained, and

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possibly benefited. It takes a master to do this well. He is successful in spite of his mechanics, rather than because of them. The chances are, however, that this type of speaker, even the successful one, would not admit any weakness in his logic, sequence, or coherence. If he were aware of the lack he would supply it.

"YOU also know the type of speaker who puts on a sort of vaudeville sketch made up of a few stories, a little patter, frequently a worth-while thought, and perhaps an epigram or two thrown in. A number of our popular poets have come under this head. Eddie Guest; Strickland Gillilan, the Baltimore American humorist; Edmund Vance Cook, the children's poet; and Douglas Malloch. Thought development in a definite form is secondary. They may have a topic, but it is a good deal like a hatrack on which is hung some more or less loosely related material—stories, poems, and even puns. At its worst this is a waste of time, but at its best and in the examples cited, it is vastly entertaining. Every once in a while a whole sermon or a system of philosophy may be packed into a sentence, a short poem, or an epigram. Thousands of people are better for having heard men like Cook, Guest, Gillilan, or Malloch.

"The safest style for a beginner, and the most effective for everyone, is the straight line, carefully outlined, one central thought, talk. A definite starting-place, definite, logical or chronological development, and a definite end."

"Is that as easy as it sounds, Harry?"

"It isn't difficult for the average man if he has been in the habit of observing, reading, and thinking, and if he has talked to his friends and associates about his observations and thoughts. A speech has a great deal in common with conversation. Its main difference lies in the fact that it is a one-sided conversation in which the clash of opinion and the interchange of viewpoint is worked out in advance and presented as a monologue rather than as a debate. The speech has to be developed in advance. The conversation develops as it proceeds. There is opportunity for amendment, change of viewpoint, restatement, and modification in conversation. There is little or no such opportunity in a speech. That is the thing that makes a speech more difficult than a simple discussion with a friend. There is no counter-suggestion, so it requires more thorough analysis, organization, and selection. If one has learned to think straight, one stands a good chance of being able to talk straight."

"Aren't there any helps that one might find for suggestions for outline and analysis?"

"Yes. I know one man who said that

he got more help by a study of the old English classic, Burke's 'Conciliation Speech,' than from anything else. The logical development opened up a new world to him. Too bad there are so few Burkes or so few people who study him. George Pierce Baker has a chapter in his book on 'Argumentation' dealing with 'Briefing' that is thoroughly helpful. I suggest this chapter not because it conforms entirely to the idea of an outline, it is much too exhaustive technically, but it is a study in clear thinking. Possibly Philip's book 'Public Speaking' is as compact a set of suggestions as one could find, but as I intimated before there is so much of it that cannot be assimilated at one sitting."

"Getting down to brass tacks, Harry, how do you begin?"

"It goes without saying that you must have a topic, and that is rather a difficult thing to find sometimes. I have heard a good many men say that it was less trouble to work up a speech on an assigned topic than it was to find a topic for themselves. There is something in that. There are a few fundamentals, however, even there.

"The first thing necessary is that it must be a topic which deals with something that is within your own experience. Our high-school graduates are still wrestling with settling the concrete and abstract world problems. The trouble is they don't stay settled. These young people are like the young preacher of whom the church janitor said, 'You're all right, son, but you don't know a blame thing you're talking about.' You might make an interesting talk on some hobby or more likely on some phase of your own business. Unless you have an avocation as well as a vocation, you probably do your best work in your own business."

"BUT, Harry, my business is such a commonplace one that there isn't anything new to be said about it, at least not by one who isn't a specialist."

"I think you make a mistake there. Some of the most interesting speeches that we have had have come from the average business men who have talked about the fundamentals of their business. It may be that there is nothing new, but that is true of any topic. The interest comes from possibly a different viewpoint or your approach to the subject, your treatment as it brings into play your particular reactions to it. You can't take it for granted that everybody knows about your business—they don't.

"I remember a while ago we had a man who talked to our club on the U. S. Federal Reserve System. He took it for granted that everybody knew the banking business and so he started in where he should have left off. His talk would have been all right to a group of bank-

ers, but to the average layman he should have dealt with the primary principles and the mechanical steps of the Federal Reserve System, instead of going into the specialized workings based on presupposed knowledge on the part of his audience of things that were entirely beyond their experience.

"On the other hand, a lawyer talked about wills and trusts and in twenty minutes, by dealing with the elementary phases of it, not only roused interest but gave men a lot of valuable information and made them feel the need of a much more careful study of wills and trusts than they had had before. He got the supreme compliment—action. More than one man re-wrote or made for the first time his will.

"One thing that you must bear in mind is that you can't cover the entire field of any subject, so it is necessary to limit yourself to one particular phase of it. It sounds like a contradiction, but it is a fact that ordinarily the longer the topic the more limited its scope, and also the longer the topic the more minute and intensive must be the knowledge of the subject.

"There are several things you want to do. You want to present that which is interesting. You must necessarily present that which is familiar to you. And you have to do that in terms that are familiar to the average man in your audience. So pick out a single definite idea, capable of amplified treatment, rather than picking out one with too many threads. I once heard Glenn Frank, now president of the University of Wisconsin, describe his first lecture, and he was, and is one of the most successful lecturers on the platform. He said he covered the tariff, Mormonism, temperance, woman suffrage, social evils, divorce, capital and labor, and some several other topics in that one lecture. Now he would not dare to cover more than a single phase of any one of them in a like period.

"You can readily see the difference between a topic like 'The Electrical Supply Business' and 'Odd Customers I Have Known,' or the difference between 'The Banking Business' and 'Curious Uses of Safety Deposit Boxes.' In either case you could probably cover the second topic adequately, where the first would be entirely beyond reach in a twenty or thirty-minute talk."

"It seems to me, Harry, that there is an awful lot of work before you get started."

"You are right. In fact, most of the work is done before you get started. By the time you have studied your audience in your mind, have determined upon some end that you want to accomplish, whether it is to entertain or instruct or impress or secure action or whatever it may be, and then have gone into your own resources and found out

just about what you know and what you can best talk about, you have a pretty definite idea of how you are going to treat it and what you are going to say. At any rate, you have a better idea of what you need to know. Yes, indeed, my boy, when you are ready to start you are well on toward being through."

"However, we are not quite through."

"No, you're not. At this point if you find you haven't the material you want, you may start in reading to fill the gaps. Your trade journals or a bibliography at any library will give you what you need there. You will probably read a good deal that you can't use, but it will also give you a background. All of your goods won't be in the window. A good talk is like a store: you need a lot of goods on the shelves even if they don't show in your display.

"Naturally you will have made a note of the principal points that you want to develop. As you read, suggestions will come that you will arrange under these different headings. There will probably be a good deal of change from time to time as you assemble your material—more or less like a children's map puzzle, fitting in the different developing material under the appropriate headings. I suggest that you keep pretty accurate watch as these go in to see whether they are in direct line with the thought of the heading under which you put them, and also check back repeatedly to the topic itself to be sure of a logical arrangement."

"A LOT of our speakers, Harry, seem to have difficulty in knowing when to stop."

"Your observation does you credit. That seems to be one of the most difficult things for most men to do. The man who can shape his material up to fit the time is an exception. But by going over the material pretty carefully and trying it out by yourself, you ought to get a fair idea of the length of time—then revise, condense, or expand, as necessary.

"The way you close, of course, will depend largely on your object. It may be that a summary bringing together the central ideas, re-emphasizing, and so leaving your main line of thought with the audience would be a good way to do it. Or, you may want to work to a climax, although the old oratorical climax is becoming less usual. That should shape itself up in your mind as you go along. Again see that your conclusion, whichever method you use, is in line with your main topic and doesn't leave your audience hanging in the air."

"Going back to the beginning, what is a good way to start? How about opening up with a story?"

"Let me answer that as you have asked it. First, a good way to start is to get right into your subject without

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losing time. I heard a speaker a while ago who had forty-five minutes and who spent almost half of his time telling of his personal experience, accomplishment, record, etc., to show that he was an authority. He detailed the fact that he was having his expenses paid including his Pullman sleeper. He told about his family, its excellencies and its peculiarities. That was a waste of his time and the time of the audience as well. The fact that he was on the program should have been authority enough for him to go ahead and deal with his topic.

"Another thing—avoid apologies. It is not necessary for a man to state that he is not prepared or that he is a poor speaker. If it is a fact, the audience will soon find it out; if it isn't, the apology is a detriment anyway.

"Now, in regard to opening with a story. If a story will serve a definite purpose it is allowable. If there is an antagonistic atmosphere or a strained atmosphere, a story may win an audience or relieve the strain. There are times when an illustration will save minutes of explanation and argument. In that case it is thoroughly justified, in fact essential. But a story or a joke just for the sake of getting a laugh from an audience is rather a cheap practice and a waste of time. A man should feel a certain responsibility in taking the time of a group of men or women, and give them as nearly worthwhile material as is possible. Jokes and stories help in many instances, but they also hurt.

"DON'T confuse stories with illustrations. Illustrations may be thoroughly enlightening and not have a smile in them. They are often useful in interpreting a statement that otherwise might be technical or outside of the experience of members of the group to which you are talking. These illustrations ought to be used for the sake of clarity and so must be within the experience of your audience. And speaking of that I want to emphasize that illustrations should be not only clarifying but true to the situation.

"I remember a man who came before a college group to arouse a greater religious enthusiasm. In talking to college men he tried to use illustrations that would fit. In one instance, I remember, he used a story of a marathon race. He described how those gallant sprinters, tensed and quivering, crouched at the starting line at eight o'clock in the morning and how as the pistol was fired they dashed away with a great burst of speed. The crowd waited hour after hour, and at four o'clock in the afternoon set up a great shout as the first man was seen in the distance. From that time on they kept coming across the line—five, six, and seven o'clock, and at ten o'clock many

of them were still out on the road. Every man listening to him knew that men who run twenty-six miles were not gallant sprinters, seldom if ever crouched and started in a great burst of speed, and that the distance should be covered in about three hours instead of the eight that he allowed for a minimum. His evident attempt to talk in terms of which he knew nothing and of an event with which his entire audience was thoroughly familiar, sounded like a patronizing attempt to talk down to his audience. It stamped him as somewhat of a four-flusher, in that he pretended to know something that was outside of his experience. If he didn't know any more about things of the Spirit than he did about marathon races, he was a mighty poor guide. It absolutely killed any impression he might have made and largely discredited anything else he may have said."

"I get your idea and the point is a good one. How about dressing it up with a few quotations?"

"That's all right if the quotations can present the matter in words fewer or better than your own. Sometimes they give authority otherwise not there. Unless you gain one or more of these advantages, quotations add little value. Often the quotations have lost their force from too much repetition. People are rather funny that way. One person says, 'That is the best thing you have ever done for it is entirely your own.' Another one says of the liberal use of quotations, 'It shows a wide range of reading and information.' Take your choice. I know of one man who said that he had heard a wonderful speech in that he had counted 137 classical allusions. That may be all right, but if that is the sole basis on which a speech should be judged, one could save a lot of work by reading passages from the encyclopaedia or a work on mythology. Most any one will admit that the late President Wilson was an effective writer and speaker, and yet Henry Cabot Lodge points out in his book on the League of Nations that Wilson in all of his utterances used only one classical allusion and was incorrect in that. So it does seem that one may get along without them, although as stated, if they help, use them."

"Should I write this out?"

"You may if you want to. More than that you may memorize it if you please. It would have one benefit, that is it would promote accuracy and eliminate the possibility of confusion, except the confusion that comes when memory fails. However, if you do, it will likely be rather stilted and sound like a school boy speaking a piece. Few minds can remember words and think at the same time. A more effective way, if you can do it, is to fill yourself up with your material, have a fairly complete outline

of your main heads and sub-heads on cards, and refer to them. If you read your speech, as I say, it lacks spontaneousness; if you memorize it, it also lacks spontaneousness, and more than that if your memory slips you are lost. Your outline method allows you a certain amount of latitude in phrasing and fitting the thing to the special occasion, gives you sufficient material in hand so that if you do forget you can go on to your next sub-topic with a minimum of loss. It keeps your mind thoroughly alive and active, so that your material is more likely to be fresh and interesting than if memorized."

"DOESN'T that put it pretty nearly in the realm of extemporaneous speaking?"

"There is a grave question as to whether there is such a thing as extemporaneous speech. If you mean phrasing as you go along, to a great degree—yes. But you must bear in mind that nobody can talk any further or any better than they have thought, or piled up backgrounds of experience and information, and then their effectiveness will be limited by their ability to analyze, assemble, and phrase readily. A great deal of the so-called extemporaneous speech is anything else but extemporaneous. I heard a man say that a Mr. B—— was the best extemporaneous speaker he had heard, and yet I knew that Mr. B——'s extemporaneous speeches were carefully outlined and filed away in a cabinet, but that because of a certain amount of experience he was able to dig into that file without the visible cards, simply because he had trained himself to transfer the card outline to his own mind.

"It is a good thing, especially for a speaker without a great deal of experience, very carefully to fix in his mind at least the approximate wording of the more important passages. This will not place too much responsibility on memory, but at the same time will avoid the chance of losing out because of failing inspiration."

"What else have you to suggest?"

"Not much. Keep your material as simple as possible, clear, definite. Be fair in all of your statements. It is well to be enthused enough to be very much in earnest, and more particularly, thoroughly sincere in what you are trying to put over. You probably recall that Carlyle emphasized and re-emphasized that sincerity was the one essential of a great man. It is just as much an essential of a good speaker."

"All right, here goes, but when I get stuck I will be back for help, for you have wished this thing on me."

"Come along, old man, but I don't want to see you until you have gone as far as you can, and then I'll only guide, for remember you're not going to make my talk—this is to be your own."

AMONG OUR LETTERS

"Ill-Advised"

EDITOR, THE ROTARIAN:

I have just read the anonymous article, "From the Inside Looking Out" in the October, 1927, issue of THE ROTARIAN and feel that somebody has made a terrible mistake in printing such a false and untrue statement of conditions in the American public schools.

Education today requires as much professional knowledge as medicine and has progressed in its scientific knowledge as rapidly as medicine has in the past decade. This article was apparently written by one of the chronic malcontents of the profession and by one who does not know and apparently does not want to know what is going on to improve the education of boys and girls.

I reiterate that the statements made are absolutely untrue and that you could have found this out by reading the proceedings of the Class Room Teachers' Department of the National Educational Association or the proceedings of the conventions of any of the State Teachers' Federations or by reading the magazines of any State Teachers' Federations. These would show you the true attitude of the classroom teacher which is certainly not expressed in this article.

The printing of such ill-advised articles which are absolutely false in their premises and their facts does a great deal to hurt the progress of the education of our boys and girls and are a severe reflection on Rotary and those who guide the destinies of THE ROTARIAN.

FREDERICK W. PORTER,
Superintendent of Schools.

Stoneham, Massachusetts.

"Covered Up"

EDITOR, THE ROTARIAN:

I have read with very much interest, an article in THE ROTARIAN, of October, 1927, entitled, "From the Inside Looking Out," an inquiry into educational methods. I wish in true Rotary style, that the high-school teacher who poses as such an authority, would give his name and address and his achievements. It would give those of us on the firing line, something to shoot at. Now the editor of THE ROTARIAN has done exactly what Rotary ideals do not approve, taken a knock and a kick at the public-school system, and covered up both knocker and kicker.

I am a Rotarian, have been a Rotarian by name for seven years, and have tried to be one in spirit for a number of years, and have been in public-school work all my life.

I am very much surprised that a forward-looking magazine boosted by the supposedly elite of America, will take a rap at the attempts of progressive school men to solve educational problems. To enumerate just a few of the knocks and jibes:

1. "The idol of the faddist, intelligence tests."
2. "New form of examination, a fad."
3. "Wasting an hour in foolish and meaningless tests, in which the teacher believes no more than Johnny does."
4. "Another fad, concentration of interest on individual pupil, rather than class work."
5. "Common practice of skipping grades."
6. "Other fads and theories in professional schools."

Your article in the magazine could be very easily answered by any forward-looking teacher, but the damage that your article has done to the laity who are already rather slow in giving educational institutions more funds, is inestimable. Dear Mr. Editor, let us who are on the inside, assume the responsibilities which are ours, and those on the outside, do likewise. May those who are in favor of public education in a fine fashion, through research, determine what is the best practice.

I can assure you that the universities in all lands are basically looking for a solution of the great problem of education, not by fads, but by fact, through research.

H. E. HENDRIX,
Superintendent of Public Schools.

Mesa, Arizona.

Note: One of the chief points made by the author of the article was that

many teachers hesitate to criticize existing methods because of attitude of supervisors and school board members; that such criticism often jeopardizes their own positions as well as that of their superiors; hence the decision to preserve the anonymity of the author.

—ED.

"Sound Thinking"

EDITOR, THE ROTARIAN:

I have read with unusual interest the article in the October number entitled, "From the Inside, Looking Out," by a High School Teacher.

Could you put me in touch with the writer of this article? I ask this because I chance to be Chairman of a Citizen's Committee appointed by our school board to bring about better and more normal relations between teachers and citizens and the writer of this article has done some sound thinking which is closely akin to our own experience.

S. F. SHATTUCK.

Neenah, Wisconsin.

"Women of the Rotary Club"

SIRS:

Our Board of Directors have noted the articles in THE ROTARIAN regarding the women's organizations in the various Rotary clubs and we wish to state that the women's organization in the Chicago club was the first club organized under its own charter. We were organized in May, 1921, as the "Women of the Rotary Club of Chicago" and have a membership of about two hundred.

We contribute regularly to the work for Crippled Children (maintaining a ward in the Crippled Children's Home), the Park Ridge School for Girls, the Juvenile Court and the Traveler's Aid, and make from two to three thousand baby's garments each year for the Cook County Hospital Infants' Wardrobe. We are ready at all times to answer any call for emergency funds or for contributions for special cases aside from our annual budget.

We endeavor to have at our monthly luncheons a program both interesting and instructive, and our various sewing-groups promote an intimate acquaintance among our members such as would not otherwise be possible.

We feel that we are doing many things which are well worth while and hope we may continue to grow and to serve as the years go by.

FLORENCE F. HORTON,
Vice-President,
Women of the Rotary Club of Chicago.
Chicago, Illinois.

Propounds a Question

EDITOR, THE ROTARIAN:

In regard to the proposed "Questions and Answers" page, I am heartily in favor of such a page and as an original contributor to same would like to see answered the following question:

"Does Rotary International approve of the practice, now fairly common in some parts of the organization, of resorting to raffles of cars and the use of gambling devices at carnivals, etc., for the purpose of raising money for club activities?"

If this question is used in your question and answer page, kindly sign same as coming from "a past president." If you cannot use this, I would appreciate very much personal authoritative information on the subject as it is one which seems to be understood very differently by various Rotary officers.

Here's hoping you institute the "Question and Answer" page.

A PAST PRESIDENT.

Note: Rotary International has neither approved nor disapproved of the plan of raising funds by raffles, gambling devices, etc. Good taste would generally brand such methods as cheap



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AMONG OUR LETTERS

(Continued from preceding page)

and unethical, although there may be certain occasions to prove the exception best decided by mature deliberation of local club officials.—Ed.

Wants "Q. and A." Page

TO THE EDITOR:

You ask, "How many readers want a Questions and Answers" department?

I would favor this department. The first question asked and answered in last month's issue gave us an idea on a question that came up in our last council meeting. The exchange of ideas in this department would be profitable.

CHARLES A. SNYDER,
 Director, Rotary Club.

Rittman, Ohio.

"Sorely Needed"

TO THE EDITOR:

I have just reached page 54 in the September issue of THE ROTARIAN and there note the editor's inquiry as to whether we would like to have a question and answer page in future issues. Well, from the number of times I have bothered you with questions it seems to me you could have already answered for me. I trust you have put my name in the pot as wanting such a page if only to keep from having to bother you so much. I feel sure it would be a real source of Rotary Education—one sorely needed by some of us. Just at present I cannot say that I have a question I would like to propound,—but I feel sure one will come up before long.

WM. A. DUNCAN.

Russellville, Ky.

"Extremely Helpful"

EDITOR:

By the way, I want to congratulate the staff on the real valuable magazine they are putting out now, whose articles are bound to be extremely helpful in the international field that Rotary has entered upon, and in arousing interest among the American clubs in the welfare of their foreign brothers.

LESTER P. WINCHENBAUGH,
 Boston, Massachusetts.

Unethical Advertising

EDITOR, THE ROTARIAN:

In the District Conference, held in Easton, in the early summer, our worthy Rotarian, Guy Gundaker, referred to a comparatively recent advertisement by a large retail store in Philadelphia. In this advertisement the words, "Hudson Seal" were followed by the explanatory words "Dyed Muskrat" in parenthesis.

Rotarian Gundaker seemed to think, if he did not so directly state, that this frank explanation by the Philadelphia retailer was due to the influence of Rotarians in having codes of practice introduced into different lines of industry and business.

It should be recalled, I think, that about fifteen years ago the New York Advertising Club brought suit against a prominent local store for using the term "Hudson Seal" minus the explanation that these words form a high-sounding synonym in trade circles for plain dyed muskrat. Since then careful advertisers, of the East particularly, seem to have had respect for the New York decision.

We should also recall that, first, the Vigilance Committee of the Associated Advertising Clubs and, later, the Better Business Bureaus have been doing aggressive work for many years toward the correction of misleading advertising and the promotion of fair methods. Legal procedure is used as a last resort. The initial efforts are always along the line of moral suasion and are frequently successful. However, as some advertisers will heed nothing but the law, advertising clubs and advertising men generally have exerted

themselves to have in all states effective statute laws that provide a quick corrective for misleading advertising.

The movement that I have briefly sketched has been in progress for the past fifteen or twenty years. Of course, anything that the Rotary organization can do to forward the movement is good work. We should not, however, conclude that Rotarians are chiefly responsible for this movement or that the movement originated in Rotary circles.

S. ROLAND HALL.

Easton, Pennsylvania.

"Brothers With Common Ideals"

SIR:

I have just finished reading the September number of THE ROTARIAN and words fall me when I attempt to tell you how much I already owe to its pages, and the very substantial matter that it contains every month. As you know, we at Llandudno were elected to membership in Rotary International in the early part of this year and THE ROTARIAN for June was the first number that I was privileged to receive, and ever since I have eagerly looked forward to the next number, which is brimming with the very best literature and the very best food for men, and all right-living people. At one time I regarded the people of the American Republic as my Cousins over the water, but since Rotary has entered into my life, how proud I am to think that we are Brothers with common ideals.

I would rather go without anything than that I should miss THE ROTARIAN each month and I consider that I am most favored to have such a wealth of valuable expressions monthly, which is a great help to me.

I know that you must have a great deal of this appreciative correspondence to read so I shall not take more of your time, but I felt I must tell you how thoroughly THE ROTARIAN is appreciated in my glorious country of Wales.

D. CULE LEWIS.

Llandudno, Carnarvonshire, Wales.

"Articles Are Well Chosen"

EDITOR, THE ROTARIAN:

I have just received the October issue and have read several articles, and must say that I consider our magazine in many respects one of the best that comes to my desk. Aside from the strictly Rotary news the articles are well chosen and I am sure are of general interest.

BARNEY COLSON,

President, Rotary Club.

Gainesville, Florida.

"Matter of Personal Opinion"

TO THE EDITOR:

There has been considerable discussion in our local club on THE ROTARIAN. Almost every angle of the proposition was explored. Some thought the magazine should contain no fiction or poetry while others liked this department, the former group believing that articles relative to Rotary and its ideals were sufficient. The financial side was also mentioned but we found the magazine self-supporting. And of course there were a few who had no interest at all. It seemed therefore to resolve itself into a matter of personal opinion.

As for myself I find your pages most interesting. I do not read all the articles and find the fiction department least interesting of any. However, I should not want to deprive another of this because it is not to my liking, if he enjoyed it. The poetry I like also, the Rotary topics, and perhaps most of all the articles on travel.

Perhaps I haven't said anything that will help you very much, but I'm glad to say I like the magazine as it is and hope it will continue to print a variety of material so that the greatest number can be pleased.

DAVID M. SMITH.

Nutley, New Jersey.

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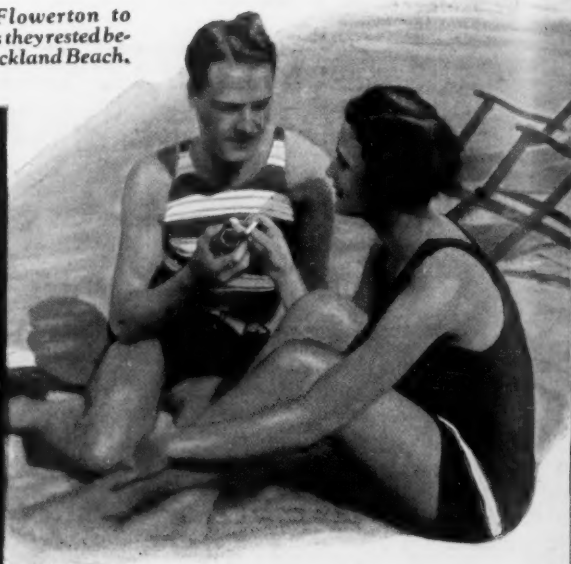
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Nazimova



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